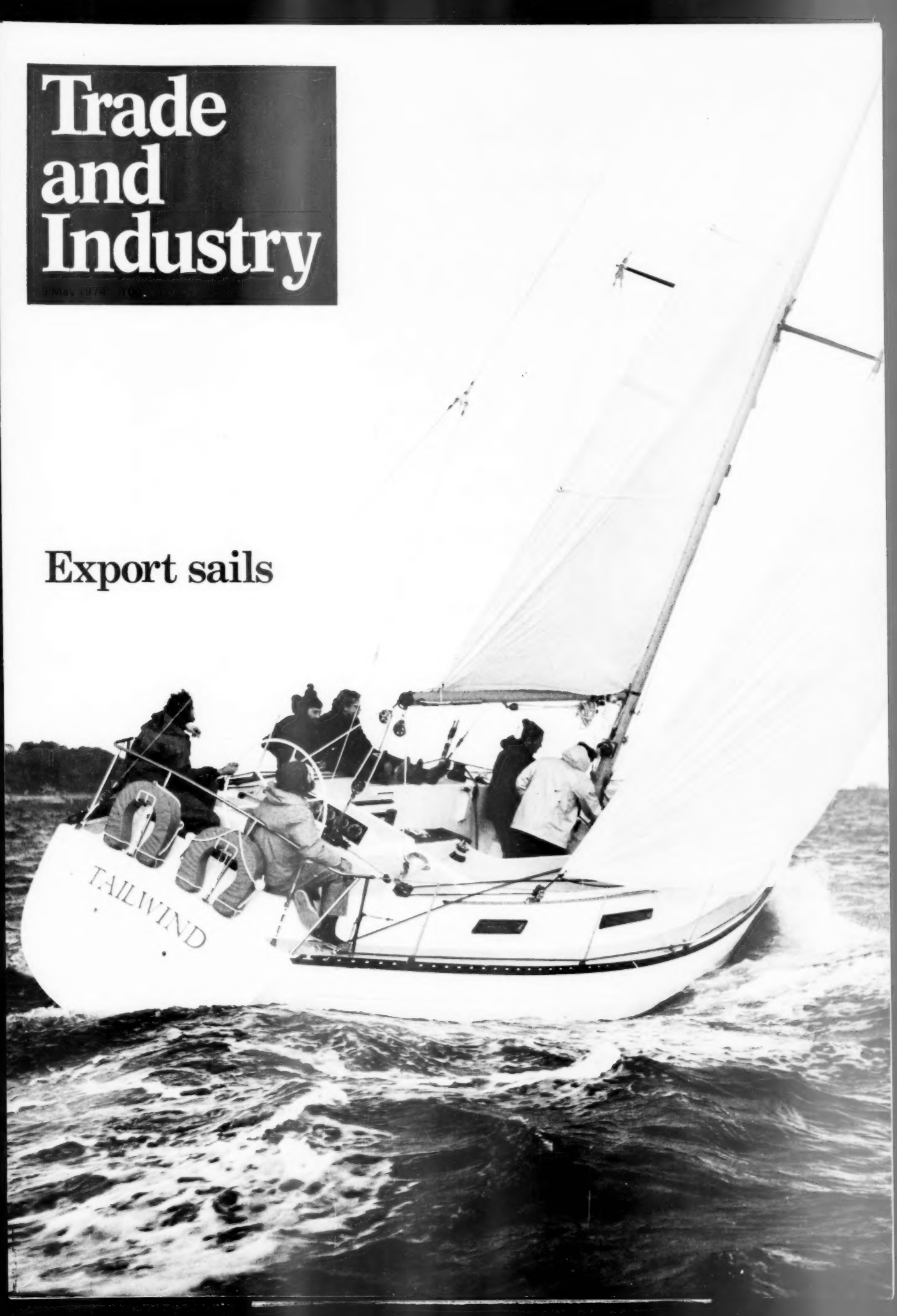
Trade and Industry

3 May 1974 10p

Export sails



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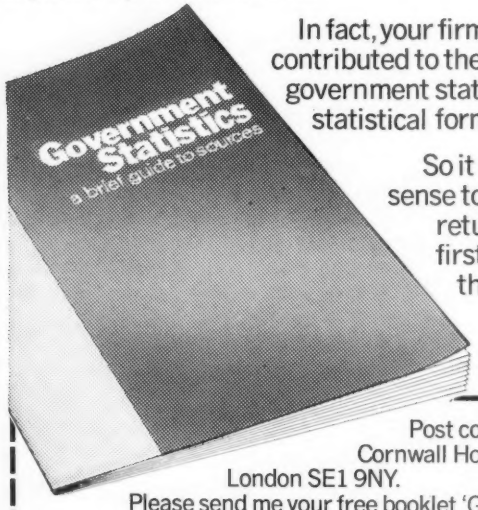

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TRI 3

Trade and Industry

9 May 1974

Export sails . . . Overseas orders have already been received for this newcomer to the international yachting scene, the 38-ft. Hurley 'Tailwind' racing cruiser. Hurley Marine, Southampton, is among several British small craft manufacturers with big export earnings – see other examples in a double page of pictures (pages 284 and 285).

Britain

Companies House and Cardiff 262

Home News

Shirley Williams on impact of advertising industry today 265
Are voluntary advertising controls enough? 266
Price controls strengthened 267
Price Commission's fourth quarterly report 268
Fresh food reference – first report to Ministers 269
Pay Board's fourth quarterly report 269
Indicating the quantity of wine in a carafe 270
Quantity of toothpaste in tubes 270
Prevention of Fraud (Investments) Act 1958 270
ICI scientist joins the Department of Industry under interchange scheme 271
Time limits for applications for Investment Grant 272
Marconi awarded £800,000 contract 273
Pipework engineers building factory at Southwick 273
Bill to repeal Industrial Relations Act published 273
Extension for Ammanford advance factory 274
Government not to delegate some ship safety surveys 274
Tribute to integrity of British insurance 274
The Queen's Award to Industry: correction 274
Public inquiry into overhead lines in Hampshire and Berkshire 274
Suspension of petrol allocations 274
Government's views on public ownership of North Sea energy 275
Navy to help in search for oil 275

Parliament 276

Government sales 283

BOTB News

'Tremendous export potential for Britain in US and Canadian markets' says Peter Shore 284
Visits by British Overseas Commercial Officers 284
Opportunities in Japan for pollution measurement and control equipment 285
Japan and Europe – an international briefing 287
First all-British food exhibition in Japan 287
Small craft exports 288

Exhibitions and Fairs

WESTEC: biggest metalworking show in the Western United States 290
British Machine Tools and Scientific Instruments Exhibition for Shanghai, next year 290
British toys and games dominate Australian trade fair 291
More British firms exhibiting at FASEB '74 291
Useful contacts for British horticulturalists in Vienna 292
Boom conditions for British electronic components at Paris Salon 292
Royal visitor sees British stand display at Brussels Book Fair 293
Sir Jack Rampton visits Offshore Technology Conference at Houston 293

New EC Legislation

Harmonisation of legislation – motor vehicles. Customs regulations. Common Agricultural Policy 294

Trade Information

Co-operation Agreement with USSR is new landmark in Anglo/Soviet economic relations 295
British Embassy, East Berlin: correspondence 295
British firms in South Africa. Statement by Peter Shore 296
Canada: foreign investment policy 296
Imports of bananas from the Dollar Area 296
Hints to business men booklet 296
Benelux and Poland 296

Tariff and Trade Notices

Australia 300, Bangladesh 299, Chile 301, Ecuador 302, Fiji 301, Finland 299, Gibraltar 298, Greece 299, Israel 299, Italy 297, Malaysia 299, Netherlands 297, New Zealand 300, St. Lucia 301, Spain 297

Statistics

The economy: selected indicators 303
Retail sales in March 304
Hire purchase and other instalment credit business in March 305
UK official reserves in April 305
Business Monitor 306
New Business Monitor for rope, twine and net 306
'Economic Progress Report' for May 306
Registrations of British, Community and foreign films 306
Index to statistics 307

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Britain

Companies House and Cardiff

R. W. Westley, Registrar of Companies

There is some similarity between the work of Companies House (or to give it its full title the Companies Registration Office) and the popular conception of an iceberg, in that only the CRO public search rooms and counters are normally visible.

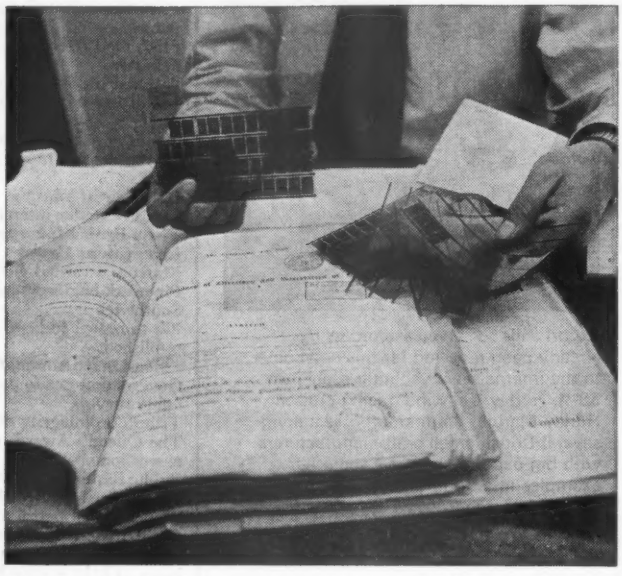
The announcement last October that the bulk work of the office was to move to Cardiff caused much protest, mainly by those who had overlooked the assurance in the announcement that the major public search facility would be maintained in London; the purpose of this article is both to clarify the position and to explain how it is proposed to carry out what must be an enormous undertaking.

Some four to five years ago it became obvious that the ever-increasing demands by the commercial public for access to companies' records (by law all such documents required to be deposited with me must be made available for inspection by 'any person' on payment of the prescribed search fee) were fast outgrowing the facilities which could be made available in City Road. As a short term expedient more space was made available for public search purposes while a more fundamental investigation into working methods could be carried out. At that time the limiting factor on the facilities which we could provide appeared to be solely those of space; the short term solution of providing 50 per cent more seating capacity for public search purposes proved however that the true limiting factors were the ability to recruit enough staff to handle the flood of heavy files required to satisfy public demand; the fact that so frequently a file was required at one time by more than one searcher; and the ability of the conveyor systems to move the files between repository and the public and to return them to their proper position.

Conversion to microfilm

The long term investigation showed that demands, growing as they were, could not be met by a continuation of the Victorian system of providing original documents for search. The only satisfactory method of making the information available to the public was to convert each company's file to microfilm: to divide the microfilm into pieces, each known as a 'microfiche' and covering one company's file, and to provide copies of these sets of filmed documents to the public who would use them by recourse to magnifying 'reader units'.

The benefits expected from such a decision were that a much more speedy service could be given to searchers – the task of moving a small envelope containing a few sheets of film is obviously much less than that of moving one or more heavy volumes. Moreover since copies of the films were to be provided however many searchers required a given file at one time, enough copies could be provided to obviate the remainder waiting until the first searcher had finished with his file. A further advantage was that the integrity of the original records would not be endangered.



Microfilmed and old style company documents. Note the difference in size.

Many of the documents are over 100 years old and through constant handling are already the worse for wear. A few have been stolen or defaced. The destruction of the original documents by fire or accident of other sort would not, once a separate film record had been made, be the disaster that it would otherwise be.

At this time the possibility of moving the office away from London was not an issue. The microfiche system would allow the files to be moved to another area (from which they could be brought if required) freeing sufficient space for as many members of the public as chose to come, while the office areas above the ground floor (where the staff were already becoming seriously overcrowded) could be extended into the area then in use for file storage.

By now, the iceberg referred to in the opening paragraph was growing apace. The eight-ninths of it normally invisible to the general public must carry out their work efficiently if the information provided in the public search rooms is to be as up to date as all would desire. By 1972, however, it had become quite obvious that we could not continue to recruit and retain staff in sufficient numbers to meet the increasing demands which were by then being placed not only on the public search rooms but on all the 'back rooms' of the office. As a result, as will have been apparent to many of our regular users, we were unable to examine and file documents or to pursue defaulting companies sufficiently quickly or efficiently.

Thus the need was to move to an area where staff would be

obtained in the right quantities and which could also provide a building which would give the office the capacity to organise an efficient production line. It so happened that a building, then in course of construction, in Cardiff became available and it was found that Cardiff should be able to provide the necessary staff. The fact that the microfiche scheme had already reached an advanced stage allowed plans to be made to move the office, probably at the end of 1975, and still retain a search facility in London.

The intention therefore is to move the bulk work of incorporation, examination, default pursuit, filing and storage to Cardiff and to serve the London reading room by means of the microfiche system. The improvement in efficiency 'behind the scenes' should enable a stronger default pursuit to be maintained and also to speed up the work of examination, computerisation and filming. The end result will be that documents should be filed more promptly and that copies on film will be made available in London in, normally, five days after their receipt in the office. At present the constraints on efficiency brought about by staff and accommodation difficulties often mean that a document will not be available to the public on file until some 12 to 15 days after receipt in the office. The efficiency of the London search room should therefore be increased very considerably not only on this account but also because of the advantages of a microfiche system.

The microfiche system

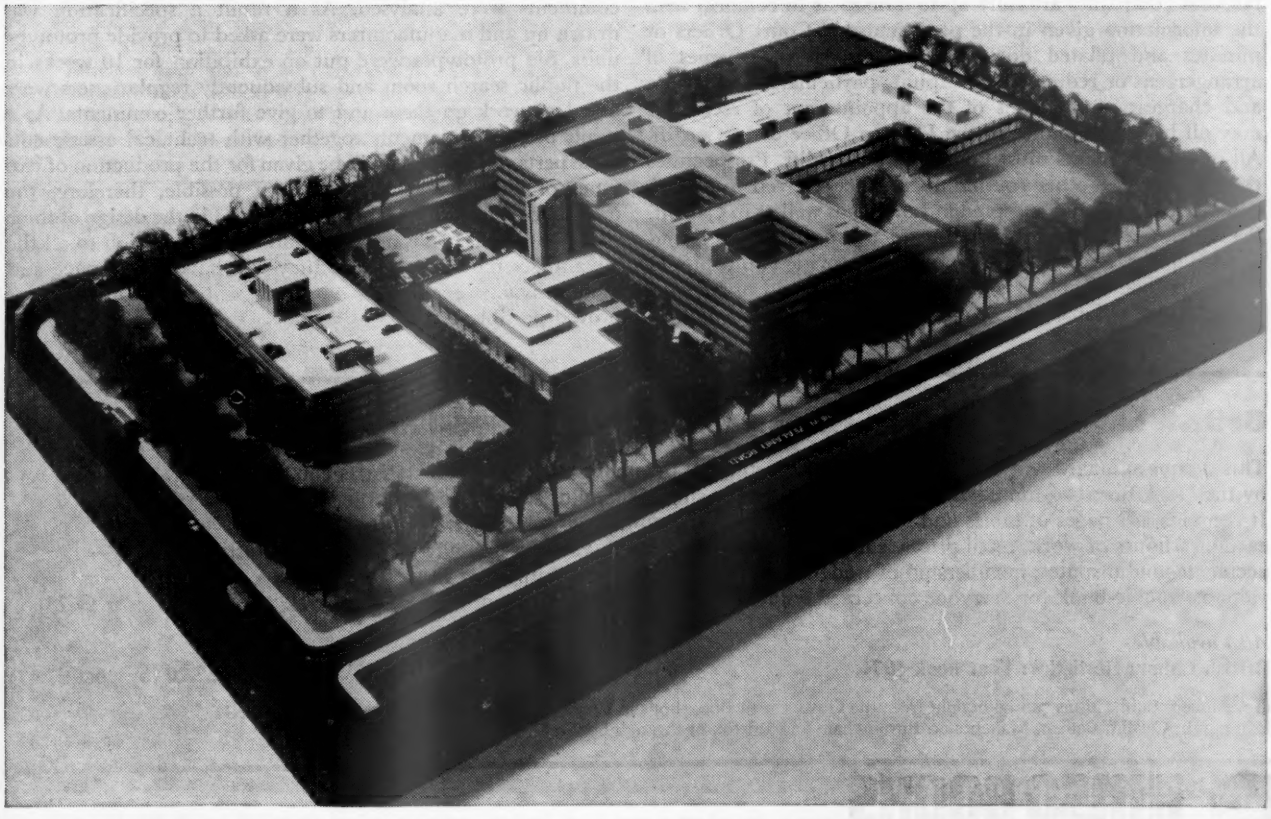
For those unfamiliar with the microfiche system, and also for those who may have experience of different systems elsewhere, some explanation may be of advantage. Most readers will be familiar with the general concept of microfilming whereby each page of a document is photographed on one frame of a cine film. In the microfiche system each set of frames comprising a given document are slid between the covers of a transparent jacket capable of holding either 48 or 60 individual frames, depending on whether it has a deep or a narrow heading. Each company file will be housed in a set of such jackets (the number depending on the number of pages to be filmed), contained in an envelope. This set of master fiches will not be available to the public; a master copy will be made for use in London.

Inspecting a file

When a caller wishes to inspect a file he will as at present fill in a 'search slip', hand it over the counter and be given a ticket indicating where to sit. The search slip will be sent by conveyor to the storage area where the master copy will be duplicated and then returned to its storage. The duplicate will be sent by conveyor to the search room and handed to the searcher. He may then either read details of the file at the 'reader unit' at which he is sitting and subsequently ask for enlarged – ie full size – copies of individual frames to be produced in a separate part of the search room or he may take the duplicate away for examination or copying in his own office. A further service will be introduced after the move to Cardiff has been completed. Anyone who needs regularly to search the file of a given company may enter into a contract service whereby an updated fiche will be sent to them by post at the same time the master copy is made available for the public search room. By this means any searcher may build up his or her own library and obviate the need to come to Companies House at all to search the files of those companies in which he may have a continuing interest.

At Cardiff the same system will apply except that duplicates will be made direct from the master fiche and the original files will still be available to searchers who have a special need for them.

There has been some concern that the information available on microfiche will be insufficient to satisfy searchers. In fact all documents on a company's file at the time of filming will be included with the exception of annual returns and accounts earlier than the latest three received at the time, changes of



Architect's model of the new Companies Registration offices now under construction in Cardiff.

directors and secretaries more than seven years before the initial filming and changes of registered office address received more than seven years before that time, except that the latest notification of registered office address will be included however old it may be. Shareholders lists are normally included in annual returns but very long lists are received and filed separately. In these cases the latest received list will be copied in special microfilm form, in respect of which special readers will be provided. In addition all documents received subsequent to the date of initial filming will be photographed and added to the records.

Any searcher who wishes to examine items such as annual returns, accounts, changes of directors and changes of registered office address which under the above arrangements are not included in microfiche will be able to order copies by post instead of having to visit Cardiff to examine the original documents.

Some concern has been expressed that the move to Cardiff would prevent the lodging of documents by hand at Companies House. Between 50 per cent and 90 per cent of documents filed, depending on their nature, already arrive by post and with certain exceptions it would seem that there is no great difficulty in their being sent to Cardiff. The exceptions relate to certain documents the receipt of which is time-critical and special consideration has been given to these. As a result it has been agreed that prospectuses and other documents which need to be filed in connection with them (including routine documents necessary to ensure that the files of the relevant companies are fully up to date so as to conform with the information given in the prospectuses); Court Orders or minutes and related documents in respect of schemes of arrangement or reductions of capital; particulars of mortages and charges; notifications of the appointment of receivers; may all be lodged either at the London Office or in Cardiff. All other documents must be lodged at Cardiff. Prospectuses (but not the the other routine documents referred to above) will be examined and accepted in London as well as in Cardiff. Persons filing documents relating to prospectuses, etc., and Court Orders, etc., will be requested to provide two copies in order that one can be sent immediately to Cardiff or London as the case may be. Special communication arrangements will be installed in order that a receipt of mortgage or charge at London or Cardiff will be signalled without delay at both locations. Photocopies of such documents will be made on receipt and despatched to the 'other location' by an overnight van service and there will be a facility for having on request a copy of a mortgage or charge document, received that day at the 'other location', to be provided by facsimile transmission.

A more comfortable London search room

The London search room will be very considerably refurbished and made much more comfortable. In particular there will be a completely new forced ventilation, heating and cooling system, new variable intensity lighting will be provided and the whole area will be carpeted. New conveyor systems will give rapid transmission between the search room and the storage areas so that lengthy waits for files will be obviated. New printer processors will be provided which, for all reasonable quantities, will enable full size copies to be reproduced while the searcher waits. Coupled with the speeding in all normal processing of documents which the move to Cardiff will make possible the net result will be a considerable improvement in the service at City Road to all except the very few who need to delve into the past history of directors or other details shown on annual returns. Should they be able to identify the particular documents they wish to examine they will be able to order copies by post and only a very few indeed will need to make a journey to Cardiff.

The reader units

One final word about the actual reader units which will be used to examine the microfiche. These are of course the key to success of the whole exercise and very considerable thought has been given to their design. The public using the search rooms have been asked to comment on two separate occasions on specimen reader units. The first set, provided over two years ago, comprised commercial readers on which public comments were analysed. As a result a specification was drawn up and manufacturers were asked to provide prototype units. Six prototypes were put on exhibition for 10 weeks in the public search room and subsequently regular users were asked to work on these and to give further comments. As a result of their comments together with technical assessments by experts a final order will be given for the production of two types of units. So far as has been possible, therefore, the preferences of users have been paramount in the design of these special units and searchers will find that in addition to all the advantages mentioned above they will have more space and more privacy in carrying out their searches than has ever proved possible before.

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Home News

Shirley Williams on impact of advertising industry today

Shirley Williams, Secretary of State for Prices and Consumer Protection, expressed concern about the impact of advertising on scarce resources and urged the advertising industry to seek a greater role in raising the export performance of British industry.

Speaking in Brighton on 2 May at the Conference of the Advertising Association, Mrs. Williams explained the role of her new Department, and said that it had inherited the prices policy of the last Government and was amending it, but also going beyond it. 'We have introduced the Prices Bill, we have made proposals for strengthening the Price Code and we have taken steps by means of subsidy to bring down, or hold steady, the prices of certain essential foodstuffs – bread, milk, butter and cheese. Other basic foods will follow.

'On the consumer protection side of the Department we are continuing the policies of the last Administration – but again going further. First of all I am very anxious to see a network of consumer advice centres established by local authorities in all the major cities and towns of this country, with links leading into a central point. The Citizens Advice Bureaux need also to be integrated with this network, in which they have an important supporting role to play. There is still a gaping chasm between the rights of the ordinary shopper and his or her knowledge of them, without which the rights themselves cannot be properly exercised.

'A large number of laws have been passed by recent Parliaments which increase the protection given to consumers – the Consumer Protection Act, the Trade Descriptions Act, the Unsolicited Goods and Services Act, the Fair Trading Act and the Consumer Credit Bill still to come. But this legislation itself reinforces the tremendous need for information, and for local points to which ordinary consumers can take their complaints.

'There is a big job for advertising in satisfying the desire of the ordinary consumer for more knowledge across the whole area of consumer goods. The advertisers and the advertising agencies have been remarkably successful here. They have changed the face and manners, some would say indeed the ethics of the country out of all recognition in a lifetime. Their critics may say "not for good". And I am sure all of you will agree that examples of advertising can be pointed to which leave much to be desired by way of taste, decency, or even truth.

'Some measures have been devised by Parliament to control the more sensitive areas of advertising – notably the control exercised by the IBA over television advertising. Though the Bill in question lapsed with the dissolution of the last Parliament, it at least demonstrated the public concern that is widely felt over some of the more salacious of the industry's products.

'And there will be power, which we certainly will use, in the Consumer Credit Act to ensure that advertisements for the lending of money are not misleading. Then we have the Trade Descriptions Act and the powers of the Director General of Fair Trading under Parts II and III of this act.

'But a great deal of advertising is neither tasteless, indecent nor untrue. Indeed, in many respects, you can congratulate yourselves upon the change in society which you have helped to bring about.

'And you are in a particularly strong position to bring to people's notice what they can get, at what price and where. I am on record about the inadequacy of advice to shop around. It should be advertising that brings to notice what is available and so saves the shopper time and, sometimes, money.

'Finally, you can take credit for what you have done to put your own house in order. I refer, of course, to the work of the Advertising Standards Authority where I am pleased to see Lord Drumalbyn back in the chair. I am very glad too to note that you have taken steps to stiffen up the Code of Advertising Practice.

'Now a word of caution. Industry has fairly criticised Government stop-go policies and their effect on investment. But a headlong consumer boom of the sort we have had in the past couple of years has been shown time and again to be inimical to balanced growth. One of the basic structural weaknesses of our economy is the high share of our national income that we devote to personal consumption, which naturally squeezes the resources available for investment the balance of payments and public services. The share of consumption in our GDP is about 62 per cent; the comparable figure for Germany is 54 per

The pioneering continuous feed press for fusing linings to cloth in garment manufacture, developed by Reliant Tooling Co Ltd, Chesham, Bucks, and responsible for gaining the company the Queen's Award to Industry for export achievement.

cent. But if a lower propensity to consume would be in the national interest, might not the role of advertising require fundamental examination?

'One of the objectives of domestic price control is to encourage management to look abroad for profitable markets, and a consequence of this which you must increasingly expect as management adjusts to this perspective is a redeployment of your talents and energies into export salesmen. Many firms, whose exports are now more profitable, will have more money to spend on export promotion. I very much hope the advertising agencies will have this in mind when preparing advice and proposals for their clients.

'At the IPA Dinner last December my predecessor, Sir Geoffrey Howe, referred to a study of the economic effects of advertising carried out by a team at the University of Warwick, and sponsored by the Department. I would like just to mention two points: first, that in industries producing, for example, food and other grocery supplies, intensive advertising is found to be associated with markets dominated by a few very large companies; and secondly that intensive advertising in addition to increasing costs also raises price-cost margins.

'Certainly when advertising is used to draw attention to competition in price or quality it can have beneficial effects. But it is also true that high expenditure on advertising in relation to total cost – just like, for example, excessive expenditure on packaging – can lead to an unnecessary increase in prices.

'We have only to look at the Monopolies Commission reports on detergents and on breakfast cerals to see the doubts cast by that invaluable body on excessive promotion. I am not unmindful also of the fact that advertising costs are taken fully into account for comparison with reference levels of profits established under the Price Code. Some might argue that this encourages undue expenditure on advertising.

'These words on costs lead me to the Labour Party's Green Paper on advertising published in March 1972.

'Much has happened since the publication of that paper. Notably the Fair Trading Act was passed by the last Administration and the Office of the Director General has been established and begun to work with success. This affects the proposal for a National Consumers' Authority financed by a levy on advertising. I accept that those particular proposals need, in the new circumstances, to be updated and revised.

'The precise role of a National Consumers' Authority needs to be carefully defined. I believe it certainly has one important job as a central body serving the network of local authority consumer centres and CAB. The question how that Authority, if set up, should be funded remains to be determined. The question of revenue-raising is, of course, a matter for the Chancellor of the Exchequer and I am sure you would not expect today to block off for my colleague any one particular source of possible new revenue.'

Are voluntary advertising controls enough?

John Methven, Director General of Fair Trading, questioned whether the voluntary system for regulating advertising in the United Kingdom was adequate for present-day needs, when he addressed the Advertising Association's 1974 Conference at Brighton on 3 May.

Commenting that almost everything the Office of Fair Trading did in the consumer affairs field seemed to have a connection with advertising, Mr. Methven recalled that his first proposals for new laws announced recently concerned the public being misled about their legal rights by written or printed material, sometimes at the point of sale. His second set of proposals, to be announced shortly, would be likely to deal with traders taking deposits on goods but failing to specify delivery dates – a practice found in mail order advertisements.

Equally, his powers as Director General enabled him to take action against individual traders who persistently broke the criminal or civil laws. Mail order firms repeatedly convicted for breaches of the Trade Descriptions Act would qualify for his attention under this heading.

As in all developed countries, the United Kingdom had, where advertising was concerned, a mixture of statutory control and voluntary self-discipline. He felt it was not really useful to ask whether control of advertising should be statutory or voluntary. The significant question was where the boundary line should be drawn between the two systems. The statutory system in the UK was in fact not as comprehensive as in many other countries. There was, for instance, no general prohibition on misleading advertising as could be found in Swedish or Canadian law. Nor was there any requirement in this country for the substantiation of claims made or for corrective advertising as was required by United States law.

For a voluntary system to survive controlling a large part of advertising that system had to show that it provided a better and more practical control than would statutory control, Mr. Methven declared. There were a number of points which he believed tended to show weaknesses in the present UK system.

Firstly, much of the control exercised under the voluntary system by the Advertising Standards Authority (ASA) and the Code of Advertising Practice Committee was 'post-event', only coming into effect after advertising had taken place and when a complaint had been made. How soon was an advertisement condemned under the voluntary regulation system withdrawn?

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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He also wondered how well this system of control was known to the public. Many people in his experience did not know that the ASA and the CAP Committee existed or that they would investigate complaints. About 14,000 copies of the new Code of Advertising Practice announced the day before were to be sent to Citizens' Advice Bureaux and Consumer Advice Centres. But this was 'a drop in the ocean'. He also wondered how many people in the Bureaux and Centres would be able to understand such a detailed, complex code. The Canadian Code of Advertising Practice was publicised by the media who donated free space and broadcasting time and advertising agents who voluntarily created information campaigns.

Mr. Methven also queried why there had been a reluctance for so long to publish details of complaints about advertising and the names of companies concerned in complaints from the public. The ASA had been set up in 1962 but it was not until June 1973 that decisions on individual complaints had been published.

The Director General pointed out that the ASA/CAP system did not have control over certain areas of advertising including packaging, point of sale material and comparative pricing techniques. Nor did it have control over all relevant bodies in the advertising world.

If there was to be a voluntary self-regulating system for advertising, it must be shown to be just and fair. The CAP Committee was a most important part of the machine because it played a large role in drawing up and administering codes and in dealing with complaints within the advertising industry. But there were no 'outsiders' on the CAP Committee and the industry should ask itself whether this was right.

'People ask me for a definition of fair trading' said Mr. Methven. 'I cannot give one because what is considered fair is constantly changing in the trading world. This means that the systems of control must change and that people must constantly be examining these systems to make sure they are adequate.

'I was delighted to see two new codes – the Code of Advertising Practice and the Code of Sales Promotion Practice – although there has not been time for the new CAP to be seen and commented on by my office before publication. I must leave you with this thought. Are you satisfied with the rest of the voluntary system and sure that it is adequate to meet the purposes for which it was designed and the circumstances in which we live?'

Price controls strengthened

In order to strengthen the existing price controls the Government laid Orders on 2 May amending the Price Code and the related notification and information procedures.

The proposals have been the subject of wide consultations between the Government and representatives of commerce, industry and consumers, based on the Consultative Document issued on 25 March. The basic proposals remain unchanged. The discussions have, however, enabled the Government, as envisaged in the original Consultative Document, to formulate certain safeguards.

The changes to the Code contained in the Amending Order are given below. The main points are:

Three-month rule

Manufacturers and service enterprises will not be able to increase prices which are subject to the Code within three months of the last increase, unless the permitted price increase is at least 10 per cent. Certain special provisions are made for firms making products where raw materials form a high proportion of costs. The existing profit and investment safeguards in the Price Code will continue to apply.

Distributors' margins

With effect from 6 May, non-food distributors will be required to reduce their permitted gross percentage profit margins by 10 per cent (food distributors were required to do this from 1 April). This provision will not apply to smaller retailers with turnover under £250,000, and smaller wholesalers with turnover under £500,000, nor will it apply where a firm's net profit margins would be reduced to a level more than 25 per cent below its reference level. The new Paragraph 80, as proposed in the Consultative Document, allows the Commission to vary permitted margins upwards or downwards.

Repricing

Provision is made to prevent retailers from repricing goods displayed for sale which are quick stock turn items, ie items which are on average turned over 10 times or more per annum. Repricing of goods which have been the subject of a special offer are not affected. Provision is also made for the Price Commission to accept other repricing practices which they are satisfied, after consultation, are not against the consumers' interest.

Cost adjustment clauses

The Notification Order is amended to require pre-notification of price increases under Cost Adjustment Clauses introduced in new areas after 25 March 1974.

28-day pre-notification for Category II firms

The Notification Order is amended to extend the period of pre-notification for Category II enterprises from 14 to 28 days.

Notes

The Orders came into operation on 6 May. The Order amending the Price Code is subject to Affirmative Resolution of both Houses.

The Government is taking this opportunity to include in the amendments to the notification and information procedures certain minor modifications unconnected with the main proposals.

AMENDMENTS TO THE PRICE CODE

Frequency of price increases

26B. A price to which the provisions on allowable cost increases apply may no be increased within three months of its last increase, or of the date on which the price of any related product was increased under paragraph 42 or 43, unless:

(i) the price increase permitted by the Code is at least 10 per cent; or

(ii) the costs of raw materials, fuel and power in the product account for at least 75 per cent of total costs at the time of the price increase; or

(iii) the price increase permitted by the Code is at least 5 per cent and the costs of raw materials, fuel and power account for at least 50 per cent of total costs at the time of the price increase; or

(iv) the price increase is permitted under paragraph 34 (profit margin safeguard), the second sentence of paragraph 53 (special offers), paragraphs 56, 68 or 69 (losses and low profits) or paragraphs 70 or 71 (investment) apply.

26C. In applying paragraph 26B price increases under paragraph 26A attributable solely to increases in indirect taxes should be disregarded.'

'49A. Price increases under an escalation or variation of price clause should be taken into account in applying paragraph 26B only if they are pre-notifiable to the Commission under an order under section 5 of the Counter-Inflation Act 1973.'

'74A. (i) In the determination of prices for sales within the United Kingdom, wholesalers, retailers and other enterprises engaged in distribution should ensure that their gross percentage margins do not exceed the proportion specified in sub-paragraph (ii) of the level of the gross percentage margin in either:

(a) the last complete account year of the enterprise ending on or before 30 April 1973; or

(b) a 12-month period ending between 30 October 1972 and 30 April 1973 for which separate accounts are or can be made available;

less in either case an appropriate reduction for the abolition of SET. Where an enterprise has not traded long enough to establish a gross percentage margin under (a) or (b), the margin for a complete quarter's trading before 30 April 1973 will apply.

(ii) The proportion of the gross percentage margin referred to in sub-paragraph (i) will be:

(a) 100 per cent for any period before 6 May 1974;

(b) 90 per cent for any period on or after 6 May 1974.

(iii) A figure of 100 per cent and not 90 per cent will however apply from 6 May 1974 to:

(a) distributors engaged mainly in retailing with total annual sales of less than £250,000;

(b) other distributors with total annual sales of less than £500,000;

(c) all sales of goods exempted from restrictions on resale price maintenance by an order under section 5 of the Resale Prices Act 1964.'

'Safeguard for net profit margins

74B. Where the application of the figure of 90 per cent in paragraph 74 (ii) (b) would

reduce the net profit margin of the enterprise as defined in paragraphs 60 and 61 to a level more than one-quarter below the reference level, the figure may be increased (though not above 100 per cent) to the extent necessary to limit that reduction to one-quarter.'

'Reducing

77A. (i) Retailers should not increase the prices of goods that are or have been displayed for sale by reference to increases in replacement costs, even if such price increases would otherwise be permitted by the Code.

(ii) This paragraph does not apply:

(a) to goods on which the average rate of annual stock turn is less than 10;
(b) to price increases directly resulting from the withdrawal of special offers; or
(c) to goods exempted from restrictions on resale price maintenance by an order under section 5 of the Resale Prices Act 1964; or
(d) where the Commission are satisfied, after consulting representative bodies, that the effect on prices of applying the paragraph would be contrary to consumers' interests.'

Variation of gross percentage margins

'80. (i) Where in the judgement of the Commission the conditions in sub-paragraph (iii) are met, they shall:

(a) consult any body or person whom they regard as representative of enterprises affected and take into account all relevant information supplied by them;
(b) consider whether the proportion of the gross percentage margin specified in paragraph 74 (ii) (b) should be varied accordingly whether by way of reduction or increase;
(c) after consultation with the bodies or persons referred to in sub-paragraph (a) inform them of any variation in gross percentage margins which they consider appropriate in the light of the conditions in sub-paragraph (iii) and notify this to any enterprise.

(ii) Where a variation in gross percentage margins is notified under this paragraph, paragraph 74 (ii) (b) shall be modified accordingly in its application to that enterprise.

(iii) The conditions referred to in sub-paragraph (i) are that as a result of changes in value of turnover or operating costs for any enterprise of group of enterprises, the gross percentage margin control in paragraph 74 affects net profit margins in a way that is substantially different from the general position in distribution, or which leads to wide-spread application of the safeguard in paragraph 74B.'

Price Commission's fourth quarterly report

The fourth Report of the Price Commission was published on 30 April (HC 56, HMSO price 50p). Covering the period 1 December 1973 to 28 February 1974, it also reviews the first four months of operation of the Stage 3 Price Code (which came into force on 1 November 1973).

Saving of £600 million in Stage 3

The Commission's scrutiny of prenotifications of price increases from companies in Categories I and II led to the modification, rejection or withdrawal of almost a third of them, representing a saving of some £600 million at an annual rate. This is to the trade customer: to the final consumer, the saving would be considerably more. (During the six months of Stage 2, the Commission similarly secured savings at an annual rate of £580 million on Category I firms' prenotifications.)

In addition, the Commission's enforcement of the profit margin constraints on manufacturing and service enterprises and distributors has ensured that profit margins have generally remained within their permitted ceilings, price reductions being secured where necessary to effect this. In retail distribution, the controls of the Code coupled with other factors have produced during the periods of Stage 2 and Stage 3 a fall in average gross profit margins of around 1p in the £.

Costs and prices in Stage 3

The Report notes that Stage 3 has been characterised by a substantial rise in both the number and the size of price increases being sought by manufacturing and service enterprises, stemming mainly from sharp rises in raw materials and fuel costs, particularly oil prices. Not only was there a 28.4 per cent increase in the price of materials and fuel used by industry in the four months of Stage 3 (85 per cent at an annual rate) but the slower growth in the national product over this period offered less scope for cost absorption.

Over the four months of Stage 3, the average price increase notified by Category I firms was 11.5 per cent and by Category II (manufacture and service) firms 10.6 per cent. The Commission's interventions over this period cut back the average rise implemented to 10.5 per cent for Category I and 8.0 per cent for Category II. But this rate of price increase is significantly higher than the average price rise of 7.2 per cent notified and 5.3 per cent secured by Category I companies (the controlled area) in Stage 2, though the comparison is materially distorted by the massive rise in the price of oil during Stage 3.

Prices of Category I and II firms have recently been rising at an annual rate of about 20 per cent. This compares with an annual rate of increase in the wholesale price index of about 24 per cent over the same period and in the retail price index of about 15 per cent. There is no simple relationship between movements in manufacturers' prices and in the retail index; but in the light of the figures quoted earlier relating to the cost of raw materials and fuel the Report says that 'consumer prices have clearly yet to feel the full impact of the upsurge in industry's costs over the past few months.'

The Report reviews the operation of the Stage 3 controls on prices and profit margins.

Prenotification of price increases: Category I and II companies

During the first four months of Stage 3, 854 price notifications were received from the 153 manufacturing and service enterprises in Category I, and 2,524 price notifications from the 848 enterprises in Category II. The Commission's intervention secured the modification, rejection or withdrawal of almost a third of these, resulting in a 16 per cent reduction in the amount of price increases proposed in respect of Category I firms, and a 24 per cent reduction in respect of Category II. This represents, respectively, savings of £395 million and £203 million, at an annual rate, to trade customers.

For both Categories, the rate of notification of price increases increased considerably over the period. For Category I companies, the percentage notified varied considerably from month to month, reflecting primarily the incidence of oil price increases which directly accounted for over 50 per cent of the notified and resulting price increases. With respect to Category II prenotifications, the Report gives details of a special examination which the Commission made during this period of the typical reasons for the rejection of so many of these applications.

Profit margin control for Category I and II companies in manufacturing and services

The Report draws attention to the changed requirements in the Stage 3 Code about the units for net profit margin control purposes and the resultant reduction both in the number of companies seeking to sub-divide themselves for this purpose and in the number of sub-divisions sought (the practice of the widespread 'splitting' of enterprises was described in the Commission's second Report).

Examination of periodic net profit margin reports from Category I and II firms enables the Commission to ensure that firms are operating within their reference levels and to reject any price applications from those which are not. During the first four months of Stage 3, 13 Category I firms and 15 Category II firms were found to be operating in excess of their reference levels. In eight of the former and 14 of the latter, the Commission were satisfied after examination that there were seasonal or other distorting factors in mitigation and that no immediate action was neccessary to eliminate the excess. But the remaining five Category I firms and one Category II firm were required to make price reductions or to absorb cost increases; in one case, the Commission had to serve a Statutory Notice to secure compliance.

The Report notes the Commission's concern at the late response from a number of firms in submitting their periodic reports which, it comments, reflects little credit on industry as a whole. The Commission rejects

any price applications from a firm whose report is overdue.

Profit margin control on Category II distributors

The second round of reports from Category II distributors revealed that in 254 cases (out of the 600 reporting units) either the gross or the net profit margin reference levels or both had been exceeded. In many of these cases, the excesses represented only a fraction of a percentage point over the reference levels. But in 139 cases the Commission were not satisfied that there were seasonal or other distorting factors and called for special action to eliminate the excess. Price reductions amounting in all to £4½ million were secured by the end of February and discussions were still proceeding with the remaining firms.

As with manufacturing and service enterprises, the Report comments critically on the late submission of reports by a number of firms.

Margins of food distributors: paragraph 80 of Price Code

The Report reviews the Commission's action, under Paragraph 80 of the Price Code, in notifying a 10 per cent cut in the gross profit margin reference levels of food distributors (announced on 22 and 28 March with effect from 1 April).

In taking this action, the Commission were prompted by the purely factual evidence that food prices had risen substantially and were likely to continue to do so and by evidence that food distributors' gross margins were rising. Figures in the Commission's last (third) Report showed that average gross percentage margins among food and drink retailers were 18.1 per cent against an average reference level of 19.8 per cent. This latest Report shows that the average gross margin is now 18.7 per cent. The Paragraph 80 cut of 10 per cent in the gross margin reference level will thus necessitate a cut in the average current margin in order to comply.

The Price Code and the professions

The Report reminds that the Price Code applies to the fees and charges for many professional services, and that increases in these are subject to the allowable cost and profit margin controls.

The Commission's agreement is required where increases in scales or rates calculated on an *ad valorem* basis are made by a professional organisation. The Commission has considered two applications for such increases, one of which was withdrawn after examination. Professional firms and partnerships with 'sales' in excess of £500,000 are required to furnish periodic reports. There are 108 enterprises in this Category and the Commission is satisfied that the majority are operating within their net profit margin reference levels.

Banks

The Price Code applies only to the non-interest charges of banks, finance houses and similar enterprises eg charges for keeping current accounts and fees and commission for specific services (interest rates are outside the control of the Price Code and where, therefore, a charge is a rate of interest it is excluded from the control). Thirty-eight such enterprises are required to report periodically; and the four big clearing banks are required to prenotify any increases in their charges.

The Report comments that the periodic reports have shown a satisfactory degree of compliance with the requirements of the Code. 'By far the greater part of the large profits which have recently been announced by several banks is attributable to their interest-earning business which is excluded from the control under the Price Code; the rise in profits does not in any way indicate, therefore, failure to observe the Code in the area of business to which it applies'. The four major banks have, in fact, substantially reduced their charges for operating current accounts and five other banks have similarly reduced their charges. 'It is thus clear that the Code has had a real impact on the level of charges paid by the public for ordinary banking services'.

Other sections of the Report deal with the Fresh Food Reference (see below) and the work of the Commission's Regional Centres.

Fresh food reference – first report to Ministers

The Price Commission's First Report on the Fresh Food Reference was published on 30 April (HC 79, HMSO 25p).

The Reference was originally made in September 1973 when the Price Commission was asked to keep under continuous review the course of fresh food prices at first hand and subsequent stages of distribution and to report periodically on these prices and margins. The Commission reported on its work jointly to the Minister of Agriculture, Fisheries and Food, and to the Secretary of State for Prices and Consumer Protection, and the Ministers have decided to publish the Report and present it to Parliament.

The Report outlines work initiated under the Reference and, in particular, the machinery which the Commission has established to monitor the retail prices of fresh foods. It contains some interim conclusions on the monitoring of retail prices to mid-February. The fresh foods covered are meat and poultry, bacon and eggs, fruit and vegetables and fish.

The Report includes a description of the sampling framework which the Commission uses to collect retail prices. For each commodity, sample prices are obtained in 12-15 shops in each of 27 shopping centres – a maximum of about 400 shops. This sample yields about 13,500 price quotations each fortnight. The statistical appendices to the Report provide information on pricing practices and the changes in the prices of fresh food in different types of shops and shopping centres in different parts of the country.

The Report stresses that only interim conclusions can be drawn as yet from the three months of regular price monitoring. These are, that:

there is a wide range of prices quoted on the same day for apparently similar varieties of fresh foods. It is therefore not meaningful to refer to the price, for example of gammon, as distinct from the average or the price most commonly quoted in a given group of shops;

with the main exception of tomatoes most fresh food prices declined between mid-January and mid-February;

there is great variability between both prices and price movements in different types of shop even within the same shopping area.

The Price Commission will be continuing its regular monitoring of fresh food prices and will comment further on these interim conclusions when data covering longer periods are available. So far it has only been possible to analyse in detail movements in bacon and egg prices; these analyses show that supermarkets change their price more frequently than other types of shop and that, in all types of shop, eggs have a degree of uniformity in price movements much greater than that for bacon.

The Report also describes the objectives of the Commission's first two in-depth studies. The first, covering egg distribution, should be concluded in June; the second, covering fruit and vegetables with particular emphasis on apples, cauliflower, carrots and onions, in July.

Pay Board's fourth quarterly report

The Pay Board's fourth quarterly report (HC 78, HMSO 14p) was published on 30 April. It covers the period December 1973-February 1974 – the first full quarter in which the Stage 3 Pay Code was in operation.

The report, laid before Parliament by the Secretary of State for Employment, describes how the Pay Board has discharged its functions of implementing the Pay Code under Part II of the Counter-Inflation Act 1973.

The report shows that from the beginning of Stage 3 the Pay Board:

- received 2,615 settlements covering 8.9 million employees;
- approved or screened 1,605 settlements covering 6.3 million employees;
- rejected 15 settlements covering 125,000 employees.

The Stage 3 details include:

2.8 million employees covered by threshold arrangements;

765,000 women covered by equal pay settlements;

818,000 employees covered by anomalies settlements;

46,000 employees covered by improvements in London allowances.

Other points about settlements approved or screened:

589 settlements took advantage of the 1 per cent flexibility margin;

174 settlements used the unsocial hours provisions;

96 settlements included improvements in pay and conditions outside the limit.

Average pay increase

The average pay increase resulting from Stage 3 settlements approved or screened is estimated at 9.6 per cent. This comprises the basic increase (7 per cent or £2.25) averaging 8.8 per cent, flexibility margin 0.5 per cent, equal pay 0.3 per cent and a negligible amount for London weighting.

In national Stage 3 agreements the increase averaged 10.7 per cent for manual workers and 7.4 per cent for non-manuals. In company and local agreements the average was 9.2 per cent. These percentages are generally based on earnings excluding overtime.

Stage 2 settlements

The Board continued to receive notifications of Stage 2 settlements. Between 2 April 1973 and 1 March 1974, 7,355 settlements covering 16.6 million employees were approved or screened, out of 8,015 settlements received covering 18 million employees.

During the period at least 2.9 million women moved towards equal pay in 1,612 Stage 2 settlements.

Spot checks

The spot check programme which started on a random sample basis was reorganised to concentrate on the types of work or industry or particular geographic areas where there was reason to believe the Code was not being observed or complaints were received.

A total of 2,093 spot checks were made and 363 infringement cases discovered in the nine months from the start of the spot check programme in May 1973. Complaints made to the Board led to 307 spot checks and from these 65 infringement cases were discovered.

The report also discusses the progress of legal actions involving the Board; the final report of the Construction Panel and the progress of advisory reports on which the Board was working.

Indicating the quantity of wine in a carafe

A draft Order has been laid before Parliament to amend Part VI of Schedule 4 to the Weights and Measures Act 1963 which would require that when sold for consumption on the premises sales of wine by the carafe would be by capacity measurement. The units of measurement which may lawfully be used in transactions are set out in Schedule 1 to the Weights and Measures Act 1963. The requirements will impose on the seller an obligation to make known to the purchaser the quantity in an appropriate imperial or metric unit of capacity measurement. It is expected that most licensees will fulfil this requirement by means of a statement on the menu or wine list. The present proposals do not extend to sales of wine by the glass or to bottled wine.

The draft Order will be known as the Weights and Measures (Sale of Wine) Order 1974 and it is proposed that it should come into operation on 2 September 1974.

Copies of the draft Order may be obtained from HMSO or Government book shops.

Further information about the proposal may be obtained from the Department of Prices and Consumer Protection, Standard Weights and Measures Division, 2 Abell House, John Islip Street, London SW1P 4LN. Tel 01-834 4422, ext. 557.

Quantity of toothpaste in tubes

A draft Order has been laid before Parliament to amend Part V of Schedule 7 of the Weights and Measures Act 1963 to provide that toothpaste in tubes shall be marked with an indication of quantity by volume. The units of measurement which may lawfully be used for this purpose are the cubic centimetre or cubic inch.

This Order is not intended to apply either to toothpaste and denture cleaners in aerosols which would continue to be covered by Schedule 8 of the Act or to liquid toothcleaners, tooth powders, dentifrices and denture cleaners sold in block or paste form in tins which would continue to be covered by the existing provisions of Part V of Schedule 7 of the Act.

The draft Order will be known as the Weights and Measures Act 1963 (Dentifrices) Order 1974 and it is proposed that it should come into operation on 1 July 1974.

Copies of the draft Order may be obtained from Her Majesty's Stationery Office or Government book shops.

Further information about this proposal may be obtained from the Department of Prices and Consumer Protection, Standard Weights and Measures Division, 2 Abell House, John Islip Street, London SW1P 4LN. Tel: 01-834 4422, ext. 277.

Prevention of Fraud (Investments) Act 1958

Dealers in securities

The following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

M. M. H. Investments Ltd., Quebec House, Richmond Road, Kingston-upon-Thames, Surrey.

The London & Westminster (Stirling Brokers) Ltd., Lonwest House, 57-63 Struton Street, London EC2.

Deletions:

The Daiwa Securities Company Ltd., Empire House, St. Martins-Le-Grand, London EC2.

Probity Commercial Ltd., PO Box 190, 27 Eastgate, Leeds LS2 7LX.

Marcroft & Company Ltd., 39 Pall Mall, London SW1.

Change of name:

Lockwood Brooks Investments Management Ltd., to Edwards Securities Ltd., 62 Cannon Street, London EC4.

Change of address:

London & City Trust Ltd., AMF House, 25 Old Burlington Street, London W1.

New-City Securities Ltd., 121 Hamilton Terrace, London NW8 9QR.

Prescot Securities Ltd., Sardinian House, 52 Lincoln's Inn Fields, London WC2A 3NF.

Nippon Kangyo Kakumaru Securities Co. Ltd., 120 Moorgate, London EC2M 6UR.

Exempted dealers

Additions:

Shenley Trust Ltd., Salisbury House, Finsbury Circus, London EC2M 5PD.

Commerzbank Aktiengesellschaft, 10-11 Austin Friars, London EC2.

Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1973 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of Management Company	Name of scheme	Name and address of Trustee

Changes

DELETE
Crescent Unit Trust Managers Limited
4 Melville Crescent
Edinburgh EH3 7JV

Group and/or name and address of Management Company	Name of scheme	Name and address of Trustee
AND REPLACE BY Crescent Unit Trust Managers Limited 81 Fountain Street Manchester M2 2EE		
DELETE Garrard Management Company Limited Garrard House 31 Gresham Street London EC2V 7LH		
AND REPLACE BY Quilter Management Company Limited Garrard House 31/45 Gresham Street London EC2V 7LH		
DELETE Mercury Unit Trust Managers Limited 30 Gresham Street London EC2		
AND REPLACE BY Mercury Fund Managers Limited 30 Gresham Street London EC2P 2EB		
DELETE Pelican Units Administration Limited 21 Spring Gardens Manchester M2 1FB		
AND REPLACE BY Pelican Units Administration Limited Fountain House 81 Fountain Street Manchester M2 2EE		
DELETE Southern Cross Management Limited 65 London Wall London EC2	The Pan Australian Unit Trust	National Westminster Bank Limited 41 Lothbury London EC2
AND REPLACE BY Barclays Unicorn Limited 252 Romford Road London E7 9JB	Unicorn Australia Trust	Royal Exchange Assurance Royal Exchange London EC3P 5DN

Terminations

Vavasseur Chart Fund, Vavasseur Midlander Unit Trust and Vavasseur Capital Expansion Trust have terminated pursuant to their amalgamation with Vavasseur Income and Assets Trust.
Vavasseur International Mining Fund has terminated pursuant to its amalgamation with Vavasseur Oil and Natural Resources Trust.

Galvanised steel strip at Catnic Components' new £1¼ million factory in Caerphilly, where they wait to be processed into steel lintels for the building industry. Catnic is the British Steel Corporation's biggest customer for galvanised steel, taking about 11 per cent of its output. Turnover has increased from £200,000 in 1970 to £5.3 million in 1973, and the company is now Europe's leading manufacturer of steel lintels. Catnic has combined with a continental firm to manufacture Catnic-Schanz steel door frames and has entered the external cladding field with Catnic-Alcan weatherboard. The A. J. Gooding contracting and manufacturing group in Wales of which Catnic forms part has increased turnover from £2 million to £10 million in five years.

ICI scientist joins the Department of Industry under interchange scheme

Dr. A. K. Gupta, research and development director of ICI Organics Division until 31 March this year, and currently a member of ICI's corporate research and development department, has been seconded to the Department of Industry to advise on strategic planning of research and development in the Department. The secondment from 7 May is made under the Civil Service Scheme for the exchange of scientists between Government and industry.

Dr. Gupta will be concerned with the broad allocation of research and development resources within the limits of available finance and manpower to obtain the optimum return in the national interest.

He will be part of a central team set up in the Department's Research Requirements Division to advise the Chief Scientist, Heads of Divisions and Requirements Boards, following the setting up, last year, of eight Requirements Boards in major sectors of industry to commission research and development for which the Department is responsible. These are Chief Scientists; Ship and Marine Technology; Computers, Systems and Electronics; Chemicals and Minerals; Mechanical Engineering and Machine Tools; Engineering Materials; Metrology and Standards; Fundamental Standards.

Dr. Gupta's move was arranged with the assistance of the Civil Service Department which is encouraging interchange between the Civil Service and other employers. 'Interchange' is normally taken to mean a period of secondment followed by a return to the parent employer. The scheme is not based on head for head exchanges but seeks the balance of numbers over a period.

This secondment follows that earlier this year of Dr. Anthony Kelly, of the National Physical Laboratory, Teddington, to ICI under the same scheme to work in the company's Planning and Research and Development Department.

Dr. Gupta joined the Research Department of ICI's Dyestuffs Division in 1946 becoming successively responsible for Colloid Science, Physical, and later Analytical Chemistry before becoming a Division Director in 1965. Apart from the direction of research he was from 1967 to 1972 responsible for the Dyestuffs Business Area. He will be retiring from the company at the end of this year.

Time limits for applications for Investment Grant

This bonded plate seal developed for the constant speed drive unit of aircraft engines dispenses with the costly operation of machining grooves in the mating faces of the flanges and avoids the difficulty of fitting extruded or moulded seals. The seal, produced by Palmer Rubber Products Division, BTR Silvertown Ltd., Burton-on-Trent, Staffs, is of the rubber-to-metal bonded type, having a sealing face on each side of a metal retaining plate.

Investment Grants Termination (No. 4) Order 1974

Section 1(6) of the Investment and Building Grants Act 1971, which received the Royal Assent on 27 July 1971, empowers the Secretary of State for Industry to specify by Order dates by which applications for investment grant must be made and to issue directions as to the form of such applications, the particulars they must contain and the documents which must accompany them. The Act precludes the payment of grant on applications not complying, or in the opinion of the Secretary of State not substantially complying, with any relevant direction.

The Investment Grants Termination (No. 4) Order 1974, which was made on 2 April, came into operation on 6 May. This Order specifies further dates before which applications for investment grant in respect of expenditure incurred during previous periods must be made to the Department of Industry. Copies of the Order are available from HMSO price 3p (6p including postage).

The dates and periods in question are as follows:

Expenditure incurred	Date before which application must be made
1 Apr.- 30 June 1973	1 January 1975
1 July-30 Sept. 1973	1 April 1975
1 Oct.-31 Dec. 1973	1 July 1975
1 Jan.-31 Mar. 1974	1 October 1975

The terms of the latest direction made in accordance with the provisions of the 1971 Act referred to in the opening paragraph are contained in full in the Appendix to this notice.

It should be noted that before any grant is made in relation to expenditure incurred after 26 October 1970 the Department will require the application to be supported by forms IG/32 (or IG/33 in the case of ships) and the relevant evidence of contract.

Notes

The then Minister for Industry announced on 12 February 1971 in reply to a Question in the House of Commons his intention to set these time limits. Industry will be given full notice both of the making of any further Order and of any reduction in the interval of 18 months between the period in which expenditure is incurred and the final date for making application referred to in the last line of the table above.

Full information to assist applicants in completing the forms prescribed in the directions is contained in the booklet 'Investment Grants: a Guide for Industry' and in explanatory notes issued with each form. Copies of the forms, explanatory notes and the booklet may be obtained from the Regional Development Grants Offices and the Investment Grants Office at Southend.

The addresses and telephone numbers of these offices are as follows:

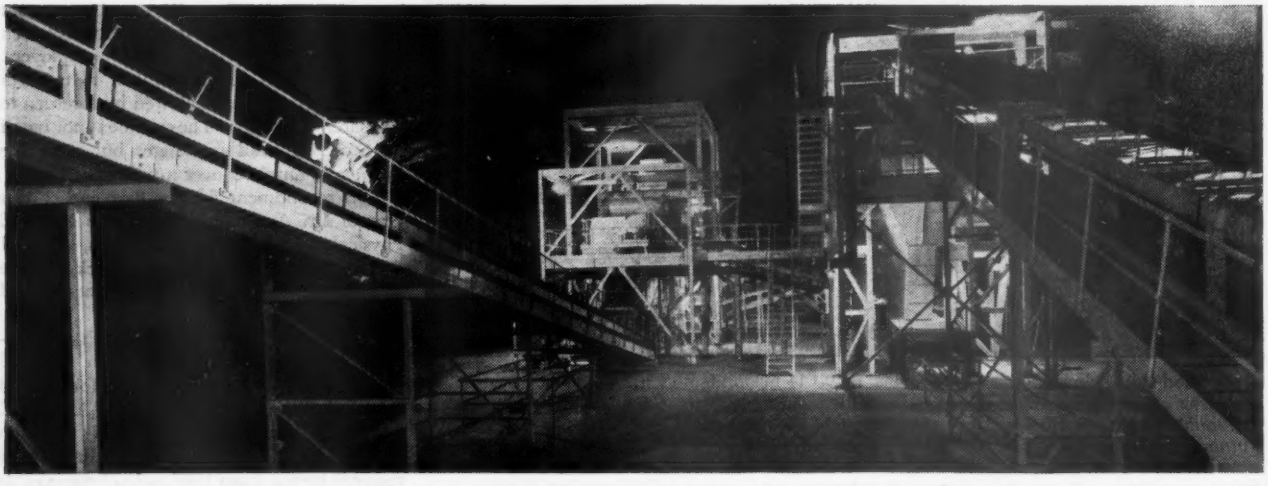
Plant and machinery forms: Department of Industry, Regional Development Grants Office, Queensway House, West Precinct, Town Centre, Billingham, Teesside, TS23 2NF, tel. (0642) 553671, Telex 58608.

Department of Industry, Regional Development Grants Office, St. Peter's House, Stanley Precinct, Bootle, Lancashire L20 3LZ, tel. 051-922 4030, Telex 627162.

Department of Industry, Regional Development Grants Office, 24-26 Newport Road, Cardiff CF2 1SY, tel. (0222) 42611, Telex 49538;

Department of Industry, Regional Development Grants Office, Magnet House, Waterloo Street, Glasgow G2 7BT, tel. 041-221 9833, Telex 77611.

Forms for ships, hovercraft and computers: Department of Industry, Investment Grants Office, Colman House, Victoria Avenue, Southend-on-Sea SS2 6DU, tel. (0702) 41341 or 41362, Telex 99288.



Installation by GEC-Elliott Mechanical Handling Ltd., Erith, showing a secondary crushing screening and conveying plant worth about £220,000 now in operation underground at the Meadow Bank Mine of the Mond Division of Imperial Chemical Industries Ltd. at Winsford, Cheshire. Output of rock salt from the mine will be 2¼ million tonnes a year when the modernisation and development scheme is accomplished.

Appendix: Direction under Section 1(6) of the Investment and Building Grants Act 1971

The Secretary of State having by the Investment Grants Termination (No. 4) Order 1974 (SI 1974 No. 646) provided that applications for grant under Part 1 of the Industrial Development Act 1966 in respect of expenditure incurred during certain periods are to be made before certain dates therein specified and that such applications are to be made in such a form and manner and to contain such particulars and be accompanied by such documents as he may direct;

The Secretary of State hereby directs that applications to which the order applies:

a) shall be made on such form available from any of the Regional Development Grants Offices (or in the case of a form relating to computers, ships or hovercraft, the Investment Grants Office, Southend-on-Sea) of the Department of Industry and bearing the number specified in the first column of the Annex to this direction as is appropriate to assets of the class to which the asset, in relation to which the application for grant is made, belongs, such classes being specified in relation to each form in the second column of the said Annex, and;

b) shall contain the particulars required by that form and by the explanatory note specified in the Annex to this direction as relating to that form, including the reports so required by an accountant having the qualifications set out in that explanatory note.

Dated 6 May 1974.
S. J. IRWIN
An Assistant Secretary
Department of Industry

ANNEX Application forms

Form no.	Asset	Explanatory notes
IG/1	Plant and machinery provided for use in the manufacturing and ship repairing industries	IG/1/A
IG/2	Plant and machinery provided for use in the construction industry	IG/2/A
IG/3	Plant and machinery provided for use in the extractive industry	IG/3/A
IG/3(CS)	Plant and machinery provided for use in the extractive industry in an area designated by order in council under Section 1 of the Continental Shelf Act 1964	IG/3(CS)/A
IG/4	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries	IG/4/A
IG/5	Plant and machinery provided for hiring out for use for construction purposes	IG/5/A
IG/6	A computer for use by the applicant or hired out for a period of not less than three years	IG/6/A
IG/7	A new ship	IG/7/A
IG/8	A hovercraft provided for use by the applicant	IG/8/A
IG/9	Mining works	IG/9/A
IG/11	Plant and machinery provided for use in the manufacturing and ship repairing industries*	IG/1/A
IG/12	Plant and machinery provided for use in the construction industry*	IG/2/A
IG/13	Plant and machinery provided for use in the extractive industry*	IG/3/A
IG/14	Plant and machinery hired out for use in the manufacturing, ship repairing and extractive industries*	IG/4/A
IG/15	Plant and machinery provided for hiring out for use for construction purposes*	IG/5/A
IG/16	A computer leased for periods of less than three years	IG/16/A
IG/17	New parts for a ship	IG/17/A
IG/18	A hovercraft hired out by the applicant	IG/18/A
IG/20	Expenditure incurred in the production of a prototype for use in scientific research	IG/20/A
G/36	A computer*	IG/6/A (amended)

* This form incorporates an undertaking for use when the asset has been disposed of before the application for grant is made.

Marconi awarded £800,000 contract

The Department of Industry has awarded a contract worth £800,000 to Marconi, Space and Defence Systems Ltd., a GEC-Marconi Electronics company, to develop advanced high-definition Sonar equipment to meet the requirements of the Ship and Marine Technology Requirements Board.

Although intended primarily for hydrographic applications, the new Sonar will have many other uses in areas, such as pipe-and-cable-laying operations, external inspection of underwater structures, well-head location, salvage, diver and submersible tracking, fish-finding, dredging and research.

The requirement for high-definition Sonar surveying has arisen because of the significant increase in the size of tankers and bulk-carriers. The urgent need is for accurate survey of busy shipping routes to a depth of 120 ft. with assurance of freedom from wrecks, and constant surveillance of the bottom where movement is suspected, as in the giant sandwave areas of the English Channel.

The contract follows studies and trials carried out by the Department's Marine Technology Support Unit (MATSU) located in the Harwell laboratories of the United Kingdom Atomic Energy Authority. The new Sonar is based on an original design by the Admiralty Research Laboratory (ARL) at Teddington. Prototype equipment built by ARL and currently operating in the fisheries research vessel *Clione* proved the techniques involved in high-definition, wide-angle sector scanning Sonar.

Marconi Space and Defence Systems will develop two models of the new Sonar, one of which is scheduled for installation in 1976 on a 'Bulldog' class inshore survey vessel of Hydrographer Royal Navy. As a hydrographic tool the new equipment will allow the surveyor to inspect and delineate the sea-bed between conventional sounding lines – an important advance in hydrographic surveying practice. The high definition of the Sonar display enables the character of underwater dangers to be more completely established than ever before, thereby improving the value and reliability of charts. The ability to assess immediately the depth of water over detected obstructions is also a great advance over present procedures, where depth measurement has to be a separate operation from detection even when wire-sweeping is not involved. The new Sonar equipment will be marketed by Marconi Space and Defence Systems under the name of 'Hydrosearch'.

Pipework engineers building factory at Southwick

PCP Ltd. have leased two acres of land from the English Industrial Estates Corporation at Southwick, Sunderland, on which to build a 9,700 sq. ft. factory.

PCP Ltd. is a newly-formed company of pipework engineers which will be engaged in the fabrication of industrial pipework for supply to the chemical, petro-chemical and gas industries. Work has already started on the site and the premises should be ready for occupation by the end of the year. The company expects to employ about 80 people.

Bill to repeal Industrial Relations Act published

Repeal of the Industrial Relations Act 1971, including the abolition of the National Industrial Relations Court, is proposed in a Bill (HMSO, price 45p) published on 30 April.

The Bill, entitled the Trade Union and Labour Relations Bill, repeals the Industrial Relations Act and re-enacts, with some changes, the provisions of that Act relating to unfair dismissal together with certain supplementary provisions. The National Industrial Relations Court (NIRC) is to be abolished as soon as the Bill receives the Royal Assent. The Commission on Industrial Relations (CIR) and the Registry of Trade Unions and Employers' Associations are both to be abolished.

The status of trade unions and employers' associations is defined, as are the legal immunities which apply to trade unions, employers' associations or individuals acting in contemplation or furtherance of a trade dispute. Other provisions deal with collective agreements, trade union funds and the disposal of proceedings which are pending in the NIRC when the Court is abolished (and of certain proceedings pending before industrial tribunals when the Bill comes into force).

The Government are committed to introducing a second measure, provisionally called the Employment Protection Bill, which will contain other proposals including some, such as the setting up on a statutory basis of the new Conciliation and Arbitration Service, that have had to be deferred because of the need for speedy repeal of the Industrial Relations Act.

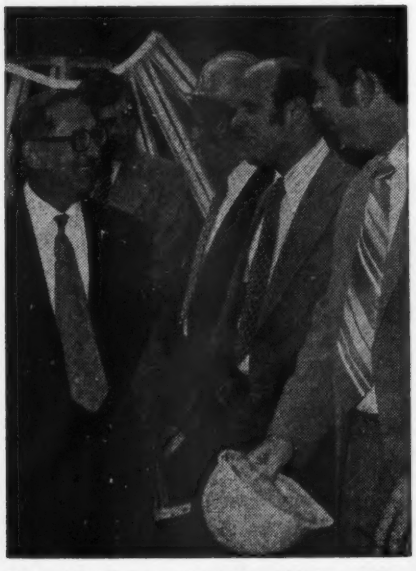
Extension for Ammanford advance factory

The Welsh Industrial Estates Corporation announce that construction of an extension of 15,080 sq. ft. is to begin immediately at the factory of The Ormond Engineering Co. Ltd., at Ammanford. The original advance factory, the second to be built in this area, was occupied by this company in July 1970 and this is the first extension to these premises.

The extension is scheduled for completion in December 1974, and within three years of this date The Ormond Engineering Co. Ltd., who manufactures rolled threads and screws, anticipate increasing their existing labour force by some 80/90 people.

Government not to delegate some ship safety surveys

The Government does not intend to take powers to enable certain survey work of cargo ship safety equipment and of passenger ships to be delegated to classification societies. This was announced by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Trade with responsibilities for companies, aviation and shipping, on 6 May. He was speaking to the National Union of Seamen's Conference at Torquay.



Dom Mintoff, Prime Minister of Malta, at the Clydebank yard of Marathon Shipbuilding (UK) Ltd. Marathon manufactures jack-up drilling rigs capable of working in depths of 350 feet. Mr. Mintoff (left), seen chatting to John Allison, managing director (right), toured the yard and saw work being carried out on one of the rigs under construction.

Both during the passage of the 1970 Merchant Shipping Bill, and elsewhere, anxiety was expressed lest the delegation of survey work relating to safety could be unwise, said Mr. Davis. 'There was no wish to denigrate the classification societies in any way – they have a deservedly high reputation – but the seafaring unions were anxious that there should not be any reduction in the role of the marine surveyors of the Department . . . we considered very carefully the point of view put forward by the NUS and others and concluded that the disadvantage of this delegation provision outweighed such advantage as it had.'

Mr. Davis also said it should be possible for the Government to initiate some early changes to the 'penal' Sections 28 to 31 of the Merchant Shipping Act 1970 which the Union believed were unnecessary and oppressive to seamen.

'In the longer term,' he said, 'We must continue to look very carefully at the whole question of what disciplinary provisions are required on ships and I have in mind to institute special reviews aimed at reaching conclusions as quickly as possible. These reviews would need to look very carefully at particular problems including that of drink and drugs.'

The Goverment intended shortly to enter into discussions about new accommodation regulations for crews afloat, no matter what their country of origin.

The Government was working on a new certificate structure for officers, which would contribute significantly to the safety of all-seafarers, and later on would undertake consultations on a possible new proficiency structure for seamen.

Tribute to integrity of British insurance

A tribute to the integrity of British insurance cover was paid by Mr. Clinton Davis, Parliamentary Under Secretary of State for Trade, when he opened the conference of the U.S. National Association of Insurance Agents in London on 29 April. He said 'I think that we are entitled to say with some measure of pride that there has been built up in the United States a massive confidence in the integrity of British Insurance cover, a confidence which has always proved justified through earthquake, flood, fire or hurricane to mention only some of the apparently lesser perils.

'Such a confident relationship between insured and insurer – and this applies within frontiers no less than across them – hinges for its success and efficiency on the professional expertise, skill, experience and integrity of the intermediary – the insurance agent.

Mr. Clinton Davies said that Britain would continue to press for a liberal and upward-looking policy which would take into account the importance of expanding world trade and in particular trade between Britain and the United States: 'We recognise – and it is essential that others should too – that the world wide nature of the British insurance industry is unique in the European Community and that within this world wide framework the United States is by far our most important market.'

The Queen's Award to Industry: correction

In a report on the Queen's Award to Industry in *Trade and Industry*, 25 April 1974, pages 162-4, a block of 12 companies which gained the award for export achievement were mistakenly listed with the companies gaining the award for technological innovation. The companies concerned are:

Lee Cooper Ltd.
P. Leiner & Sons (Encapsulations) Ltd.
Lilly Industries Ltd.
Linotype-Paul Ltd.
Joseph Lucas (Industries) Ltd.
Mars Ltd.
Mitchel & King Skates Ltd.
M. L. Engineering Co. Ltd.
Petrocarbon Developments Ltd.
Portex Ltd.
Pratt Woodworth Division, Pratt Burnerd Ltd.
The Radiochemical Centre Ltd.

Public inquiry into overhead lines in Hampshire and Berkshire

Eric Varley, Secretary of State for Energy, has authorised a public inquiry into the applications by the Southern Electricity Board for his consent to the placing of 132 kV overhead lines across lands in the Districts of Wokingham, Basingstoke and Newbury and the Borough of Reading, from Bramley to Thatcham and Bramley to Burghfield.

The Secretary of State has appointed Mr. J. G. Lindsay, a Senior Engineering Inspector of the Department of Energy, to hold the inquiry on his behalf and Mr. H. L. Nicholson, a Planning Officer of the Department of the Environment, will attend as an assessor on amenity aspects.

The inquiry will be held at the Basingstoke Sports Centre, Town Centre, Basingstoke, and will open on 18 June at 10.30 a.m.

Suspension of petrol allocations

Eric Varley, Secretary of State for Energy, on 2 May announced the suspension of restrictions on the supply of petrol and aviation gasoline.

Mr. Varley was replying to a Parliamentary Question from Mr. David Lambie (Central Ayrshire).

Mr. Varley said: 'In view of the improvement in stocks and supply prospects for these fuels and of assurances from the oil companies that in current international supply circumstances they expect to be able to meet in full their commitments to their petrochemical customers, I have decided not to renew the restrictions on deliveries of motor spirit and aviation gasoline which expired at the end of April.

'A major reason for the improvement in stocks has been the welcome restraint exercised by motorists which has reduced demand to significantly below last year's level.

'The oil supply situation remains uncertain and I strongly urge motorists to continue this restraint.'

Government's views on public ownership of North Sea energy

The British Government believes that is is only through a measure of public ownership and control that the British people will obtain the maximum benefit from North Sea oil and gas. This was stated on 30 April by Dr. Gavin Strang, Parliamentary Under-Secretary of State, Department of Energy

Speaking at a conference in Oslo, Dr. Strang said: 'I note that some of the oil companies now argue that the British Government should confine itself to taxing the profits from the oil. I must emphasise that the Government rejects that approach.

'We believe that it is only through a measure of public ownership and control that the British people will obtain the maximum benefit from North Sea oil and gas.

'In the debate on the Queen's Speech in Parliament last month the Prime Minister stated that among other possibilities we were considering the practice followed in Norway on the basis of majority public participation.

'The Secretary of State for Energy in a later speech to the British Parliament spelled out that the Government wanted to develop a partnership with the oil companies.

'We accept that if the oil companies are to continue to play a role in the development of these indigenous resources they must secure an attractive return on their investment – one which reflects the risks involved in North Sea oil exploration.

'But the partnership will be one in which the resources of the oil companies are harnessed to the national interest, which ultimately can only be determined by the Government.

'In consequence I should like to make one further point about the Government's current review of North Sea oil policy. It is, in effect, a plea for "open dealing between the Government and the oil majors".

'The oil companies live in a competitive market, but they will know that any responsible government should take reasonable action to safeguard the national interest in the radically altered circumstances in which we now find ourselves.

'The Government is determined to obtain the maximum benefit from North Sea oil and gas for the people of Britain. I believe it is in the long-term interests of everyone who works in the oil industry that this can be achieved.'

Earlier Dr. Strang said that so far the United Kingdom oilfields which had been declared commercial lay off the Scottish coast. In his view the supreme challenge facing the British Government was to develop North Sea oil in a way which would bring a benefit to the Scottish people and which would reflect the strategic and commercial importance of the oil resources.

The Government had already started to implement policies which would secure substantial benefit from North Sea oil for the people of Scotland.

In the short term it wanted to see Scottish industry obtaining a much larger share of the offshore market; in the longer term it intended to implement its commitment to use the revenues from North Sea oil to improve employment conditions in Scotland. The machinery for achieving this was being worked out.

Dr. Strang added: 'For these areas and in others we are very conscious of the example which has been set by the Norwegian Government and we believe that Britain can learn from Norway in this field.

'It should however be noted that the UK and Norway approach North Sea oil and gas from quite distinct positions. The difference stems partly from the fact that Scotland is part of the UK and partly from the sources of the two countries' energy supplies.

'The UK has a population of 55 million compared to Norway's four million. Norway has massive hydro-electric supplies and about half of its electricity comes from this one source. Correspondingly it is less reliant on oil and importantly foreign oil.

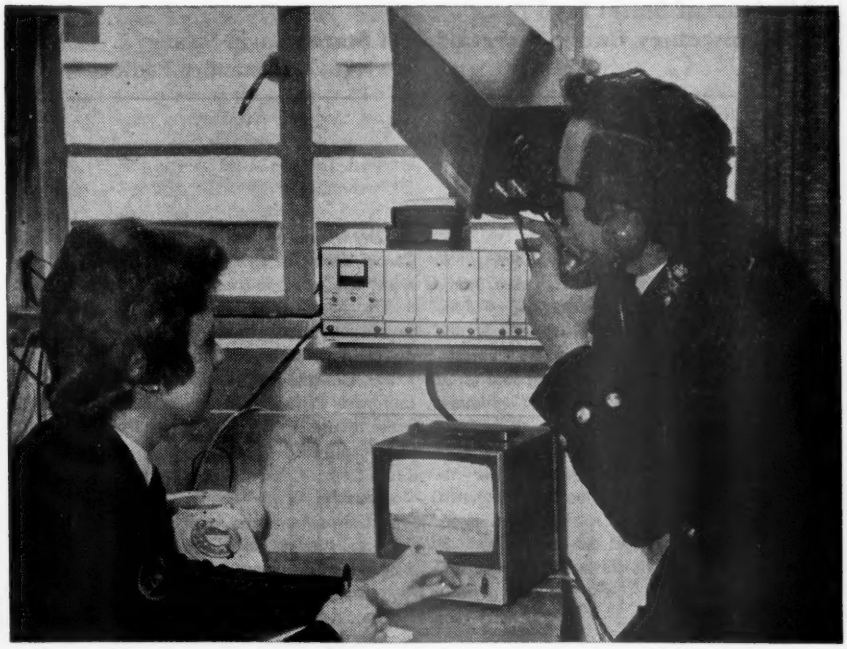
'The UK on the other hand relies on imported oil for almost half its energy requirements, under one per cent of which is fulfilled by hydro-electricity – this largely in the North of Scotland.

'It is worth mentioning that UK dependence on foreign oil is a direct consequence of policies pursued by previous British Governments. In 1960 oil accounted for 25 per cent of UK inland energy consumption while coal accounted for 74 per cent. In 1972 the corresponding figures were 48 per cent and 37 per cent.

'That trend is accounted for by the short-term commercial considerations which unduly influenced the policies of past British Governments. It does not reflect the availability of inland UK coal reserves. The energy equivalent of economically recoverable British coal reserves far outweighs that of proven British oil and gas reserves in the North Sea.

'Recent OPEC price increases have had enormous impact on the British balance of payments. There will be a correspondingly large benefit to Britain from a decreased dependence on oil imports in the UK.

'We therefore have a much bigger need to build up to a high level of production as quickly as possible.'



Closed-circuit TV without cables. It is the audio-visual television system OTVL 414, which transmits vision, sound and bi-directional service speech over distances of 60 metres, where obstacles such as railway tracks, roads or waterways make the laying of cables impractical or expensive. Here, an opto-electronics television linkage transmits a training programme at HMS *Mercury*, the Royal Navy signals school in Hampshire. Opto-electronics linkages, which transmit and receive data coverted into modulated infra-red light signals, function over distances from a fraction of an inch to some 3,000 ft. They provide solutions to problems in process control, machine tool control, goods inspection, and personnel safety in the textile, paper and printing industries. They are used in batch counting and size detection in the pharmaceutical, food and chemical industries. There are also applications in code readers, code detectors in computer peripherals, security and telemetry. The OTVL 414 system has been introduced by Leevers-Rich Equipment Ltd., Wandsworth, London SW18.

Navy to help in search for oil

Two ocean survey ships of the Navy's Hydrographic Service, HMS *Hecate* and HMS *Hecla*, have begun a comprehensive and systematic geophysical survey of virtually the whole of the UK continental shelf.

The survey is being carried out in close co-operation with the Institute of Geological Sciences under the joint aegis of the Ministry of Defence and the Department of Energy.

The survey will give the Government the knowledge it will need to ensure the effective future exploitation of the continental shelf. The RN participation will make the information available much earlier than would otherwise have been the case.

Parliament

Monday, 29 April

Subsidy on cheese

Mr. George Cunningham (Islington, South and Finsbury) asked whether the Government intended to introduce a subsidy on cheese.

'Yes,' replied Mrs. Shirley Williams. 'The Government have decided subject to Parliamentary approval to pay a subsidy as from 6 May on Cheddar cheese, on the competing United Kingdom territorial varieties, and on Gouda, Edam and certain similar varieties of cheese. I hope to be able to announce the rate of subsidy and other details of the scheme very shortly. I shall be seeking to amend the Prices Bill in order to add cheese to the list of foods that may be subsidised. Estimates will be presented to the House in due course, and in the meantime it will be necessary to have recourse to the Contingencies Fund.'

(*See also page 283.*)

Trade directory firms

Mr. Arthur Davidson (Accrington) asked if the Fair Trading Act would be amended so as to extend its power to trade directory firms.

Mr. Williams replied that there were provisions in the Unsolicited Goods and Services Act 1971 to regulate demands for payment for unordered directory entries. Any deficiencies in that Act would best be remedied by amending it.

Gas central heating

The Secretary of State for Prices and Consumer Protection was asked by Mr. MacFarquhar (Belper) if she had considered the representations made by the gas central heating industry regarding hire purchase restrictions; and if she had made any decision on them.

Mr. Williams answered: 'Following an earlier meeting with me, representatives of the industry discussed their case with the Department of Industry on 10 April. Once the analysis of this is complete I will be in a position to announce a decision.'

Metered pumps on licensed premises

A Question was asked by Mr. Nicholas Winterton (Macclesfield) on representations received relating to proposals to replace beer engines or traditional hand pumps in licensed premises with metered pumps.

'I have received one letter expressing anxiety about such a proposal' answered Mr. Maclennan.

Milk subsidy

Mr. Robert Boscawen (Wells) asked if the Secretary of State for Prices and Consumer Protection, was satisfied that the subsidy on milk was working effectively, in view of the imposition of milk delivery charges where none existed previously.

Mr. Maclennan replied: 'I am satisfied that consumers generally are receiving the full benefit of the subsidy on milk. I am aware that some dairymen have imposed delivery charges to meet above-average costs of distribution in certain rural areas. Any reports of unreasonable additional charges will be investigated by the Ministry of Agriculture, Fisheries and Food.'

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Ministers at the Department of Energy

Secretary of State for Energy: Eric Varley
Minister of State: Lord Balogh
Parliamentary Under-Secretaries of State: Gavin Strang
Alexander Eadie

Steel prices

Mr. Marcus Kimball (Gainsborough) referred to the fact that the published price list issued by the British Steel Corporation at the beginning of April showed increases of between 34.66 per cent and 39.16 per cent for universal beams and columns, angles, channels and rolled steel joists, and asked for a formal general direction to the Corporation to comply with the Government's permitted 25 per cent increase.

Mr. Meacher replied: 'No sir. The increase in BSC prices was to be an average of 25 per cent. The increase for some products was below this figure and for some above it and I am satisfied that the average was not exceeded.'

Meriden plant

Mr. Tomlinson (Meriden) inquired about negotiations with representatives of the workers at the Meriden plant of Triumph's.

Mr. Heffer replied that an application by the proposed Workers' Co-operative at Meriden for financial assistance from Government was under consideration in the Department of Industry.

Price Commission

Mr. Richard Wainwright (Colne Valley) asked if the Department of Industry makes use of the Price Commission's list of Category One business concerns; and, if so, in what respect.

Mr. MacKenzie answered: 'The statutory purpose of the list is to require the companies on it to provide certain information to the Price Commission and to pre-notify price increases to it. My Department does not at present use the list as such for any other purpose.'

Concorde

'*What steps have been taken*' *asked Mr. Michael Jopling (Westmorland),* '*as a result of the near-miss incident involving Concorde on 10 August 1972, to prevent similar occurrences?*'

Mr. Meacher said: 'The incident was reviewed by the Air Traffic Control services concerned, the Airmiss Section of the Civil Aviation Authority and BAC. As a result certain improvements were made in the arrangements to ensure that the Air Traffic Control services were aware of the characteristics of each Concorde test flight, and that Concorde route planning took full account of the pattern of other civil traffic. BAC have now discontinued carrying out flight tests of this kind in regions where there could be any other civil traffic.'

Air Traffic at Luton

Information was requested by Mr. James Allason (Hemel Hempstead) on the numbers of air traffic movements at Luton Airport in 1970, 1971, 1972 and 1973.

Mr. Clinton Davis said that the numbers of air traffic movements of all kinds, including air transport, aircraft positioning, test and training, aero club and private movements, at Luton Airport were as follows:

1970	52,174
1971	65,597
1972	61,408
1973	61,591

'The figures for 1970/72 have been published in Business Monitor and those for 1973 will be published in due course by the Civil Aviation Authority,' he said.

Manganese, nickel, chrome and copper

Mr. Frank Hooley (Sheffield, Heeley) asked, what were the imports into the UK by volume and value in 1972 and 1973 of manganese, nickel, chrome and copper.

Mr. Deakins answered: 'Details are published partly in Table III and partly in Table IV of the appropriate December issues of the *Overseas Trade Statistics* except for the following items:

	1972		1973	
	Tonnes	£ thousand	Tonnes	£ thousand
Manganese waste and scrap	Nil	Nil	15	4
Ash and residues wholly of nickel	650	70	513	56

Excess aircraft fuel charges

Mr. David Howell (Guildford) asked about Government guidance to airline operators about the levying of excess aircraft fuel charges; and on what basis airlines may raise these charges.

'These are matters for the Civil Aviation Authority,' replied Mr. Clinton Davis. 'The Authority has in recent months approved two increases of 6 per cent and 7 per cent respectively in fares for schedule international services on account of heavy worldwide increases in civil aviation costs. The Authority does not regulate prices for carriage on charter flights but is monitoring the fuel surcharges which are being applied, to determine whether they are fully justified.'

Royal Commission on the Press

Questions were asked by Mr. Eric Moonman (Basildon), on the decision to set up a Royal Commission on the Press; on the percentage of the operating costs of national newspapers (a) out of sales, (b) out of advertising revenue, and (c) from other sources; the extent to which advertising revenue has varied as a percentage of total national newspaper costs in the last twelve months; and how much such variation is due to increased costs or variations in the actual amount of advertising revenue; how many national newspapers are at present operating in deficit; and the percentage of operating costs of national newspapers accounted for by the cost of newsprint, and the change in this percentage over the last twelve months.

Mr. Deakins said: 'These are not matters on which precise information is available from official sources. Previous inquiries have taken account of such economic factors and they would no doubt be looked at again as part of any further inquiry.'

Mr. Moonman also asked if a Royal Commission on the Press would examine the desirability of Her Majesty's Government seeking powers to prevent the demise of national or regional newspapers.

'This is of course one of the possibilities a commission could be asked to examine,' answered Mr. Deakins.

Mr. Moonman then asked if the Secretary of State for Trade, would bear in mind, in any inquiry into the Press, the economics, the technology and the marketing of consumer magazines.

Mr. Deakins answered: 'The coverage of any such inquiry is one of the matters under consideration.'

British film industry

Several Questions were asked by Mr. Ernle Money (Ipswich) on steps to safeguard the British film industry; policy towards establishing a National Film Fund subsidised from the Eady Fund; policy towards establishing a government subsidy for non-profit making film companies or films made for the public good and of high quality; policy towards establishing a publicly-owned film circuit in competition with the existing distributors; and policy towards establishing outlets for films appealing to minority audiences.

Mr. Deakins answered: 'I shall shortly be receiving the final report of the Cinematograph Films Council about these and other questions concerning the prospects of the industry. I shall then consult my Hon. Friend, the Minister of State for the Arts, as well as the other interests concerned.'

Energy policy

Mr. David Steel (Roxburgh, Selkirk and Peebles) asked if the Secretary of State for Energy would set up an Energy Commission as a matter of urgency to consider all aspects of policy planning.

'I am not convinced that an Energy Commission of this kind is needed,' answered Mr. Varley. 'I shall be ready, however, to strengthen the resources available for advising me on energy matters if that becomes necessary. In this connection, the Hon. Member will recall that I have just arranged for an Energy Technology Support Unit to be set up at Harwell.'

Questions were asked by Mr. David Lane (Cambridge) and Mr. James Sillars (South Ayrshire) on steps to encourage the conservation of energy.

'My officials, in close consultation with other Departments concerned, are reviewing the possibilities for Government action in this important field', said Mr. Varley. 'I shall consult industrial and commercial organisations wherever necessary.'

Mr. John Stanley (Tonbridge and Malling) asked if the Secretary of State for Energy would make public his strategy for meeting Great Britain's energy requirements up to 1985.

Mr. Varley replied: 'I certainly wish to keep the House in touch with the Government's energy strategy. I am at present reviewing the problems in this field. and I shall in due course consider how I can best inform the House and the country about my conclusions.'

North Sea gas

Mr. T. H. H. Skeet (Bedford) inquired about the slippage in the North Sea gas programme (Frigg Field) and for an indication when initial deliveries would now be made and in what quantities.

Mr. Varley replied: 'The British Gas Corporation tell me that the producing companies expect to begin delivery of gas from the UK part of the Frigg Field, as previously planned, in early 1976 and that the Corporation's engineering works on land will be ready in time to receive the gas. The precise quantities to be delivered in 1976 will be in accordance with the contract between the Corporation and the producers, which is a commercial matter for the parties. The gas is expected to make a useful contribution to gas supplies in the winter of 1976/77.'

North Sea oil

Mr. Alexander Fletcher (Edinburgh, North) asked what plans there were to ensure that the development of onshore facilities kept pace with the production requirements of off-shore oil.

Mr. Varley answered that he liaised closely with the Secretary of State for Scotland and the Secretary of State for the Environment in keeping under careful review the requirements for all necessary infrastructure in support of off-shore development.

Celtic Sea

A statement about oil prospects in the Celtic Sea was asked for by Mr. Piers Dixon (Truro).

Mr. Varley replied that seismic surveys in the Celtic Sea have revealed the presence of a number of promising geological structures, but until these have been drilled it will not be possible to say whether or not they contain petroleum. The reported discovery of gas in Irish waters enhances the prospects of the area.

Gas prices

Mr. Skeet (Bedford) asked for a comparison of the price of gas delivered to industrial and domestic consumers, respectively, in the UK with those prevailing in the Federal Republic of Germany, the Netherlands, France and Italy, respectively.

Mr. Varley gave the following representative figures for domestic consumers:

PRICE OF GAS FOR THE DOMESTIC MARKET AS AT 1 JANUARY 1974

(Consumers of approx. 800 therms a year (20 G.cal))

	p/therm
UK	10.5
Germany	14.9
Netherlands	7.1
France	17.4
Italy	11.7

Source:
Statistical Office of European Communities Yearbook of Energy Statistics
British Gas Corporation

Mr. Varley continued: 'For industrial consumers it is not possible to provide up-to-date figures owing to variations in terms and conditions of supply and the existence of special contracts rates, details of which are not made public. The latest published figures for EEC countries appearing in the SOEC Energy Statistics Yearbook relate to 1 January 1972.'

Mr. Varley was also asked by Mr. Bruce-Gardyne (South Angus): what discussions he has had with the gas industry regarding its pricing structure since the Budget; and with what result.

'I had a useful exchange of views on the

subject with the Chairman of the British Gas Corporation on 5 April,' he replied.

Mr. Teddy Taylor (Glasgow, Cathcart) wanted to know the percentage figure by which the price of gas for domestic consumers in Scotland exceeded the average price in England and Wales during the most recent annual period for which figures are available; and the comparable percentage five, 10 and 15 years previously respectively.

Dr. Strang replied: 'The average revenue per therm in Scotland from domestic customers exceeded that in England and Wales by 27.4 per cent in 1972/73, the excess being mainly attributable to the lower average consumption in Scotland and higher distribution costs arising from population density and geography. The comparable figures for 5, 10 and 15 years earlier were 30 per cent, 27.4 per cent and 9.4 per cent.'

Nuclear power

Mr. Tam Dalyell (West Lothian) inquired about talks with the Canadians on SGHW/CANDU and reactor choice.

Mr. Varley answered: 'The possibilities of collaborative arrangements on CANDU SGHWR were discussed at my meeting on 11 April with the Canadian Minister for Industry, Trade and Commerce.'

Sir John Eden (Bournemouth, West) asked what part the steam generating heavy water reactor (SGHWR) would play in meeting evergy requirements.

'SGHWR is one of the thermal reactor systems under consideration for our next nuclear orders,' answered Mr. Eadie.

Off-shore power

Information was requested by Mr. Harry Ewing (Stirling, Falkirk and Grangemouth) regarding American off-shore power systems and their possible use in Great Britain.

Mr. Eadie said that the Department of Energy is aware of American interest in off-shore power stations but that there are no plan at present to have them in this country.

Petrol supplies

'Will the Secretary of State for Energy take steps to ensure, that private garages receive adequate supplies of petrol?' asked Mr. A. P. Costain (Folkestone and Hythe).

Dr. Strang answered: 'The current restrictions on deliveries of petrol are designed to ensure an equitable distribution between garages and other wholesale purchasers. Any garage not satisfied with its allocation can appeal for supplementary quantities. My Rt. Hon. Friend, the Secretary of State for Energy is considering the future of the allocation scheme in the light of the latest supply assessments.'

Coal stocks

A question on action planned to build coal stocks to the pre-October 1973 levels. was asked by Mr. David Howell (Guildford).

'The National Coal Board are doing everything possible to increase supplies. We expect that industrial coal users, including the iron and steel industry, and coal traders will be able to build normal seasonal stocks by the end of the summer.' answered Mr. Eadie. 'The Central Electricity Generating Board and South of Scotland Electricity Board, in conjunction with NCB, will be building power station stocks as far as is possible, having regard to availability of coal and the scope for burning oil during the summer, but it will not be possible to achieve the high pre-October 1973 level of power station stocks.'

Coal production

Information was asked for by Mr. Edwin Wainwright (Dearne Valley) on the tonnage of coal produced in the United Kingdom over each of the past four years; and the estimated tonnage for 1974 and 1975.

Mr. Eadie said that in the four years 1970 to 1973 coal production was 145, 147, 120 and 130 million tons respectively. 'We expect the production in 1974, apart from the effect of the miners' strike earlier in the year, and 1975 to be stabilised at about 130 million tons,' he added.

Coal industry recruitment

The latest figures available of recruitment for the coal industry were asked for by Mr. Ivan L. Evans (Aberdare).

Mr. Eadie said that in the first five weeks after the end of the strike the NCB received some 16,500 applications for jobs and about 3,700 men were signed on.

He went on: 'My Department is making a special examination, with the National Coal Board and the Unions concerned, of the contribution which the industry can make to the country's energy requirements.'

Coal finds in Selby

Mr. David Howell (Guildford) asked about proposals for the development of the coal finds in the Selby area.

Mr. Eadie answered: 'The first phase of exploratory boring and seismic work being carried out in the Selby area by the NCB is due for completion by the end of June 1974. Before definite outline proposals can be made by the Board interpretation and evaluation of the geological evidence must be completed and if necessary further exploration carried out. On current indications the Selby area has a potential to develop into a significant new coal field and if proven feasible the initial development could be a drift mine producing as much as 10 million tons per year.'

Would the Selby coal developments qualify for aid from the European Investment Bank or other Community sources, asked Mr. Le Marchant (High Peak).

'It is expected that the Selby coal developments would qualify for loans towards their capital cost from the European Investment Bank or other community sources,' answered Mr. Eadie.

Coal industry

Questions were put by Mr. Hurd (Mid-Oxon), Mr. Dennis Skinner (Bolsover) and Mr. Woodall (Hemsworth) on the tripartite inquiry into the future of the coal industry.

Mr. Varley replied: 'The tripartite examination of the future of the coal industry got off to a good start on 10 April when my colleagues and I had our first formal meeting with the National Coal Board and the Unions concerned. We are meeting again tomorrow. I hope that we shall be able to produce an interim report before the end of June and a final report by the end of the summer.'

Mr. Nicholas Ridley (Cirencester and Tewkesbury) wanted to know the expected future annual rate of profit or loss, before interest, achieved by the National Coal Board, taking into account the recent miners' pay settlement and the increase in coal prices; and the interest payable annually on the Coal Board's capital.

Mr. Eadie answered: 'It is too early to make a reliable estimate of NCB's financial out-turn in 1974/75 but as my Rt. Hon. Friend the Chancellor of the Exchequer said in his Budget statement the price increases for coal announced in 1974/75 will bring the selling price more nearly into line with production costs. Financial support to the NCB should be reduced to not much more than £50 million. Interest payable by the Board during 1973-74 on external loans was £28.7 million.'

Tuesday, 30 April

Copper imports

Mr. Michael Latham (Melton) wanted to know the value of imports of copper from Chile and from Zambia in each of the years 1966 to 1973, inclusive, expressed at both constant and actual prices; and the equivalent figures for the first three months of 1974.

Mr. Deakins answered that estimates at constant prices are not made for imports of individual commodities from individual countries. He gave the following information for blister, other unrefined copper and refined unwrought copper excluding alloys:

£ million ci

	Imports	
	Chile	Zambia
1966	37	76
1967	41	67
1968	52	86
1969	67	101
1970	58	95
1971	41	51
1972	29	54
1973	53	73

'Details for 1974 are not yet available,' said Mr. Deakins.

Details were then requested by Mr. Latham of the tonnage of copper imported from Zambia during each of the years 1966 to 1973, inclusive; the equivalent figures for the first three months of 1974; the percentage of the total imports of copper in each year these figures represented; from which countries, other than Chile and Zambia, copper was imported during each of the years 1966 to 1973 and the tonnage of copper imported from Chile during each of the years 1966 to 1973.

Mr. Eric Deakins gave the following information for blister, other unrefined copper and unwrought refined copper excluding alloys:

	1966		1967		1968		1969		1970		1971		1972		1973	
	Thousand tonnes	Percentage	Thousand tonnes	Percentage	Thousand tonnes	Percentage	Thousand tonnes	Percentage	Thousand tonnes	Percentage	Thousand tonnes	Percentage	Thousand tonnes	Percentage	Thousand tonnes	Percentage
Zambia	207	40.5	173	38.3	175	38.2	171	37.1	155	34.6	114	28.5	128	28.7	123	26.4
Chile	87	17.1	104	23.0	106	23.0	113	24.5	98	21.9	93	23.4	68	15.3	88	18.9
Canada	81	15.8	88	19.5	90	19.5	80	17.4	105	23.5	98	24.7	107	24.0	87	18.7
West Germany	18	3.6	9	2.1	10	2.3	9	2.1	8	1.8	8	2.1	21	4.7	49	10.5
South Africa	10	1.9	7	1.6	17	3.6	25	5.5	18	4.1	20	4.9	35	7.8	21	4.6
Australia	5	0.9	2	0.5	3	0.6	8	1.8	11	2.4	12	3.1	22	5.0	17	3.5
USSR	9	1.7	4	0.8	3	0.6	—	—	—	—	3	0.7	13	2.8	14	3.0
USA	44	8.5	28	6.2	25	5.5	23	4.9	19	4.3	11	2.9	14	3.1	13	2.7
Netherlands	18	3.5	5	1.2	3	0.6	0	0.1	1	0.3	6	1.4	7	1.6	10	2.2
Republic of Zaire	2	0.4	4	1.0	5	1.1	3	0.7	5	1.0	4	1.1	5	1.1	7	1.4
Norway	1	0.3	1	0.2	2	0.4	3	0.6	4	0.8	3	0.9	3	0.7	6	1.3
Poland	—	—	—	—	—	—	0	0.0	0	0.0	0	0.0	6	1.4	6	1.3
Kenya	—	—	0	0.0	—	—	—	—	—	—	—	—	—	—	6	1.2
Peru	1	0.3	0	0.0	0	0.0	2	0.4	1	0.2	—	—	1	0.2	5	1.2
Sweden	14	2.7	14	3.2	8	1.8	15	3.3	12	2.7	14	3.5	8	1.9	3	0.7
All other countries	15	2.9	11	2.4	12	2.7	7	1.4	11	2.5	11	2.8	8	1.7	12	2.5
Total	511	100.0	451	100.0	459	110.0	461	100.0	449	100.0	398	100.0	447	100.0	466	100.0

— = nil. 0 = less than 500 tonnes.

Industrial research Requirements Boards

Mrs. Renée Short (Wolverhampton, North-East) asked about the number of research requirement committees, or their equivalent, in the Department of Industry; what subjects they are concerned with; how many senior and other officers are involved with such committees; and what amount of money each one is concerned with individually and in aggregate.

Mr. Meacher answered: 'The Department services seven industrial research Requirements Boards and an ad hoc board, chaired by the Chief Scientist, dealing with those industrial fields not covered by the other boards. The only Requirements Committee in the Department of Industry is that dealing with the programmes of the Laboratory of the Government Chemist. The following table gives the subjects and the 1973/74 budget for these bodies:

	1973/74 £ million
a. Chemicals and Minerals	3.6
b. Computers, Systems and Electronics	5.6
c. Engineering Materials	3.1
d. Fundamental Standards	1.1
e. Mechanical Engineering and Machine Tools	5.5
f. Metrology and Standards	3.3
g. Ship and Marine Technology	4.4
h. Chief Scientist's	2.3
Sub-total	28.9
i. Laboratory of Government Chemist	2.4
Total	31.3

Under the Chief Scientist about 60 staff are involved in servicing the Boards amongst other responsibilities.'

Price of baler twine

Mr. David Steel (Roxburgh, Selkirk and Peebles) asked for a list of the cost to the consumer of 1 ton of baler twine in each month of April since 1970 to the latest available date.

Mr. Meacher answered that the prices recommended by the major British manufacturer were equivalent to the following prices per ton:

£ per ton

	April					
	1970	1971	1972	1973	1974	15 April 1974
Sisal baler twine	140.72	145.59	154.80	203.51	371.80	371.80
Polypropylene baler twine	328.56	340.23	361.92	361.92	501.84	516.90

Registration of engineers

Mr. Edward Bishop (Newark) inquired about discussions between the Secretary of State for Industry and the Council of Engineering Institutions with regard to the registration of engineers.

Mr. Meacher said that no such discussions had been held. He continued: 'But my officials have held numerous discussions with the Council of Engineering Institutions and have put forward a proposal on this matter, which is under active discussion within the Council and with the Committee of Vice-Chancellors and Principals.'

Price of polystyrene

Mr. Bruce-Gardyne asked what study had been given to the impact of the activities of the Price Commission on supplies of polystyrene for UK industry.

Mr. Maclennan said: 'My Rt. Hon. Friend has received representations that the Price Code, in restricting the price of home-produced plastics, may be having the effect of diverting supplies into export sales, to the detriment of home users.

'We will be studying this matter, in consultation with my Rt. Hon. Friend the Secretary of State for Industry, and will take it into account as necessary in our general review of the Price Code.'

Bread subsidy

Details were asked for by Mr. John Biffen (Oswestry) of the flour subsidy scheme, and in particular those provisions enabling the Department of Prices and Consumer Protection to determine that the subsidy is only paid on flour used for baking 10 ounce loaves and above.

Mr. Maclennan replied: 'Details of the bread subsidy scheme are set out in the relevant registration and claim forms, copies of which were placed in the Library of the House on 9 April. Applicants are required to give an undertaking that they will only claim subsidy in respect of wheat flour used in the production for sale of loaves weighing more than 10 ounces. Regular visits will be made to bakery firms to ensure that the conditions of the scheme are being complied with.'

Aircraft safety

Mr. John Biffen (Oswestry) spoke of disquiet occasioned by the recent accident at Luton Airport involving a Court Line BAC-111 and a Piper Aztec, and asked if the need would be examined for further safety measures to prevent a repetition of this kind of incident.

Mr. Clinton Davis said: 'The Chief Inspector of Accidents has ordered an Inspector's investigation into this accident and his report will state the circumstances and cause and make such observations and recommendations as he thinks fit with a view to the avoidance of similar accidents in the future.'

International Marine Pollution Convention

Mr. John Cordle (Bournemouth, East) inquired about legislation to implement the International Marine Pollution Convention which was concluded at the recent London conference.

Mr. Clinton Davis replied: 'The United Kingdom has signed the International Convention for the Prevention of Pollution from Ships 1973 and expects to ratify it as soon as practicable. Application of the Convention's provisions poses a number of problems to which my department is currently seeking solutions with the shipping industry and other interests concerned. The introduction of legislation to implement the Convention will be considered in due course.'

Wednesday, 1 May

Off-shore oil exploration

Mr. James Sillars (South Ayrshire) asked if, in the next round of licensing for off-shore oil exploration and production, the Secretary of State for Energy would insert a condition requiring licensees to engage only those rig companies which would agree to operate employment standards and conditions off-shore equivalent to on-shore statutory conditions.

'Policy on the terms of future licences is under review,' replied Mr. Varley. 'I shall

bear in mind those aspects mentioned by my Hon. Friend.'

Electricity charges

Mrs. Lynda Chalker (Wallasey) asked if the Secretary of State for Energy would look into the price increases in white meter electricity charges due to take effect in the summer.

Mr. Eadie replied: 'All domestic tariffs are likely to increase by about 0.3p per unit under the fuel cost adjustment clauses being introduced on 1 May. In percentage terms, however, the increase for white meter consumers will be higher than the average for domestic consumers generally because the former pay a lower average charge per unit. Even at the increased rates the night charges under white meter tariffs will cover little more than the cost of the fuel used.'

A question was also put by Mr. Patrick Cormack (South-West Staffordshire) who asked in which electricity board regions consumers are paying 30 per cent extra for their electricity consumed before 1 May by virtue of the fact that increases come into effect from meter readings taken on or after 1 May.

'None,' replied Mr. Eadie. 'Consumers will only start using electricity at the new tariff rates as from the particular date of their first quarterly meter reading after 30 April, and for most of them bills for consumption at the increased rates will only be sent out after their next quarterly meter reading during the three months after 1 August.'

Rooftile displacement by aircraft

Mr. Cranley Onslow (Woking) asked for the number of incidents of rooftile displacement recorded in the area under the eastern approaches to Heathrow airport in each of the last five years.

Mr. Clinton Davis gave the following numbers of known incidents:

1969	1
1970	NIL
1971	3
1972	10
1973	8
(1974 to end April	NIL)

Radio and Electronic Officers Union

Mr. Jeffrey Archer (Louth) asked if the Secretary of State for Trade had reached a decision on the application for a licence under Section 110 of the Merchant Shipping Act 1894 by the Radio and Electronic Officers' Union.

Mr. Clinton Davis replied: 'A decision has not been reached on this application as I am awaiting the views of the National Maritime Board, of which the REOU is a member. I will hold any further consultations necessary before reaching a decision.'

Air collision

Mr. Michael McNair-Wilson (Newbury) asked what form of inquiry is envisaged into the collision between a BAC-111 airliner belonging to Court Line Aviation and a Piper Aztec light aircraft flown by the late Captain David Thompson at Luton Airport on 18 April.

Mr. Clinton Davis replied that the Chief Inspector of Accidents had ordered an Inspector's Investigation into the collision between a BAC-111 and a Piper Aztec at Luton Airport on 18 April 1974, in accordance with the Civil Aviation (Investigation of Accidents) Regulations 1969. An announcement to this effect appeared in *The Times*, *Daily Telegraph* and *Luton Evening Post* in their issues of 26 April and an AIB Bulletin setting out the salient facts of the accident would be issued by the Accidents Investigation Branch of the Department of Trade within a few days. When the investigation had been completed and the mandatory procedures complied with, a full report would be submitted to the Secretary of State who would then make a decision regarding its publication.

Newsprint supplies

'How many mills have been closed or are on short time' asked Mr. John Biffen (Oswestry), 'because of shortage of pulp imports and what impact these shortages are likely to have on newsprint supplies for the smaller circulation newspapers?'

Mr. Meacher replied: 'I understand from the British Paper and Board Industry Federation that to their knowledge, no UK mills have been closed because of a shortage of pulp imports. Some difficulty is, however, being experienced at present by some mills in maintaining adequate supplies. I understand also that UK newsprint production is not currently affected by such a shortage but my Department continues to be in close contact with the industry.'

Price of cooking oils

A question was asked by Mr. Ken Marks (Manchester, Gorton) on changes in the wholesale price of cooking oils to fish and chip shops during 1974.

Mr. Maclennan answered that since the end of last year, the prices of cooking oils commonly used by fish and chip shops had risen by between 30 and 98 per cent, according to type. He went on: 'Most of the crude oils and fats from which these oils are manufactured are imported, and the price increases are largely due to the substantial rise in world prices during 1973 following poor crops of the raw materials in some of the principal producing countries. These increases are of course outside this country's control.'

Consultations on price control

Mrs. Betty Boothroyd (West Bromwich, West) asked the Secretary of State for Prices and Consumer Protection for the names of those associations forming the retail trade and the food industry with whom she had had consultations, and the dates on which the consultations were held.

Mrs. Williams answered: 'I have had consultations on the proposed changes to the price controls with the following bodies re-

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presenting the retail trade and the food industry:

Retail Consortium, 5 and 24 April 1974
Food and Drink Industries Council, 8 April 1974
CBI, 9 and 24 April 1974

'I have also had consultations both formally and informally with:

The Price Commission, 4 April 1974
Consumer's Association, 4 April 1974
National Federation of Consumer Organisations, 4 April 1974
Housewife's Trust, 4 April 1974

'In addition, my officials have had consultations with a wide range of bodies which have included the TUC, Association of British Chambers of Commerce, Federation of Wholesale Organisations, Motor Agents Association, British Hotels, Restaurants and Caterers Association, and trade associations representing food wholesalers and retailers. Officials in other Whitehall Departments have held similar consultative meetings and the Ministry of Agriculture, Fisheries and Food have seen more than 70 associations representing the interests of food manufacturers and distributors.'

Thursday, 2 May

Sir John Hall (Wycombe) inquired about the increasing difficulty in shipping export goods due to delays at the ports and particularly to the shortage of containers.

Mr. Clinton Davis answered: 'The provision of container services for exports is a matter for the carriers. I have received a number of representations about the position on the trades to Australia and the Far East.

'My Department has discussed the matter with the Australia Conference Lines. They cite an unprecedented volume of export cargo coupled with delays to ships and containers in overseas ports as reasons for the difficulties which some exporters are experiencing. The Lines tell us that they have been able to improve the situation to some extent by chartering additional ships but that there are very few suitable vessels under any flag which are not already fully employed.

'The attention of the Economic Development Committee for the Movement of Exports has been drawn to the situation. Exporters themselves can help by maintaining contact with the Conference Lines through their associations and by forecasting their requirements for space well in advance.'

Supersonic air corridors

Mr. Michael McNair-Wilson asked what discussions had been held with representatives of overseas governments about supersonic air corridors for Concorde.

'Details of the route requirements for the Concorde services proposed by British Airways have been given to all the countries concerned,' replied Mr. Shore. 'Discussions have been held with a number of these countries and this programme is continuing. It would be premature to make a statement at this stage.'

Aircraft noise

Would steps be taken to provide compensation payments for people living within a defined radius of British airports? asked Mr. Cyril Smith (Rochdale).

Mr. Clinton Davis answered that the Land Compensation Act 1973 already contains provision for compensation to be paid, in certain circumstances, when the value of property has been depreciated as a result of aircraft noise. He said: 'Extension of the existing provisions in the Act, for example in the way proposed in the recently published Noise Advisory Council Report on the routeing of aircraft on departure, has potentially far-reaching implications which may well present substantial difficulties. This aspect of the Report will require the most careful consideration.'

Security at London Airport

Mr. Paul B. Rose (Manchester, Blackley) asked if arrangements for security at London Airport were now satisfactory.

Mr. Clinton Davis answered: 'Security precautions at Heathrow and at other airports are kept closely under review but there can be no grounds for complacency. My Hon. Friend will be aware of the announcement by my Rt. Hon. Friend, the Secretary of State for the Home Department, on 29 April about the change in the arrangements for policing Heathrow.'

Electricity prices

Mr. Edward Gardner (South Fylde) asked what steps were being taken to implement the statement in the Budget speech that increases in the price of electricity to domestic consumers will average about 30 per cent on bills reaching most of them from the beginning of August.

'The Area Electricity Boards in England and Wales are introducing fuel cost adjustment clauses into domestic tariffs with effect from consumers' first meter readings on or after 1 May,' said Mr. Eadie.

Price control

Mr. Peter Hardy (Rother Valley) asked when orders would be made giving effect to the changes in price control proposed in the Consultative Document.

Mrs. Shirley Williams replied: 'The following amending Orders are being laid today:

The Counter-Inflation (Price and Pay Code) (Amendment) (No. 2) Order 1974. SI 1974/785
The Counter-Inflation (Notification of Increases in Prices and Charges) (Amendment) (No. 2) Order 1974. SI 1974/775

'The following amending Order is also being made today. This does not require to be laid before Parliament:

The Counter-Inflation (Prices and Charges) (Information) (Amendment) Order 1974. SI 1974/776

'Copies will be available to Members in the Vote Office.'

Shipbuilding industry

Mr. Peter Walker (Worcester) asked for names of the shipbuilding firms to whom the Secretary of State for Industry conveyed his intention of nationalising the shipbuilding industry; and by what date it was hoped to bring the shipbuilding industry into nationalisation.

Mr. Benn replied: 'I have had a preliminary discussion with the Shipbuilders and Repairers National Association and have invited them to join me in further discussions on the scope and timing of our proposals.'

New factories

Mr. Robert Kilroy-Silk (Ormskirk) wanted to know the number of current inquiries for new factories or factory extensions in the North-West and on Merseyside, respectively in the Ormskirk constituency, generally, and Kirkby, specifically; and what prospective employment is involved.

Mr. MacKenzie answered: 'We have no complete information about inquiries for factories and extensions in the Region because Industrial Development Certificates are not required in Development Areas. However, during April the Department's Regional Office received 57 inquiries representing nearly 7,000 jobs initially for factory premises and sites in the Region. Similar inquiries will also have been made in most cases in other Regions, and in some cases, other countries. The attention of inquirers is drawn to Merseyside and a selection of locations there and in other parts of the region are suggested. Records of inquiries for specific locations are not available.'

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL. (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend.)

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

General Notices

17 (May 1973) Arrangements for preferential trade between the Channel Islands and the United Kingdom.

49 Temporary importations: international co-operation.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

112A Charges for attendance given at private premises at the request of merchants.

118 Samples imported for promoting export trade.

207 Re-imported goods: relief from Customs duty and Value Added Tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

221 Process Inwards Relief and Pre-financing of export refunds on products for process.

223 Export relief on goods exported in the same state as at import ('Same state section 7 relief').

241 European Economic Community: Compensatory, Levy and Addendum thereto.

275 Documentation of Exports for Statistical Purposes.

290 Export of personal and household effects.

300 Export reliefs scheduling scheme.

467 The New Customs Tariff and Overseas Trade Classification.

703 VAT – Exports. (Revised November 1973)

704 VAT – Retail Export Schemes. (Revised November 1973)

705 VAT – Tax free sales of motor vehicles to tourists, etc.

750 Community transit – general.

750A Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.

750B Extension of the Community Transit procedures to Austria and Switzerland

751 Notes on completing Community transit forms T1, T2 and T3.

752 Free circulation of goods in the European Communities.

753 Community transit – the simplified procedure for goods carried by rail.

754 Documentation for fish caught by British fishing vessels.

755 Community transit – special control procedures.

756 Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.

774 Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.

800 EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.

810 EEC Preferences – Free Trade Agreement between the EEC and EFTA countries.

810A EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.

812, 812A EEC Preferences – Turkey.

815 (June 1973) EEC Preferences – Morocco.

817 (June 1973) EEC Preferences – Tunisia.

818 (June 1973) EEC Preferences – Egypt.

819 (May 1973) EEC Preferences – Cyprus.

820 (July 1973) EEC Preferences – Lebanon.

821 EEC Preferences – simplified procedure for sending evidence to EEC customs about the origin of goods.

830 Arrangements between Denmark and United Kingdom.

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

132A Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.

172 Hydrocarbon Oils: drawback of duty.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

Friday, 3 May

Welsh Agricultural Export Council

Mr. Geraint Howells (Cardigan) asked if direct Government grant would be given to the Welsh Agricultural Export Council.

'No,' said Mr. Deakins. 'I consider that with a fragmented industry like agriculture there is considerable advantage in having one central export promotional organisation on a United Kingdom basis. It is for this reason that direct financial support has been provided exceptionally for the British Agricultural Export Council to stimulate and co-ordinate agricultural export effort. In 1971 the Welsh Agricultural Export Council accepted that the industry would be best served by one overall body provided it was truly representative of the four home countries. To ensure this arrangements were made for representatives of the home countries to be co-opted on to the Finance and General Purposes Committee (the Management Committee) of the BAEC. The WAEC therefore contributes to decisions on the policy and expenditure of the British Agricultural Export Council. The wide range of Export Services provided by the Government for Exporters at a cost currently running at over £10 million per year are, of course, available to WAEC. Thus full provision has been made for the support of agricultural exports generally and in a way which is acceptable to the Welsh body.'

UK balance of trade

Details were requested by Mr. Cranley Onslow (Woking) of the balance of trade between the UK and each of the countries in receipt of bilateral aid from the UK for the years 1963, 1968 and 1973, respectively.

Mr. Deakins replied: 'Countries in receipt of bilateral aid are listed in Table 12 of *British Aid Statistics – 1968-72*. Values for exports (fob) and imports (cif) can be obtained from the *Annual Statement of the Trade of the United Kingdom* for the years 1963 and 1968 and from the December volume of the *Overseas Trade Statistics of the United Kingdom* for the year 1973. The difference between these figures of exports and imports is not a good measure of the balance of trade in goods because of differences in valuation and coverage, but estimates for individual countries of the balance of trade in goods on a balance of payments basis are not made.'

Cheese subsidy

Further details of the cheese subsidy were asked for by Mr. George Cunningham (Islington, South, and Finsbury).

Mrs. Williams said: 'The scheme which I announced in my reply to the Hon. Member's question on 29 April will cover cheeses of the varieties listed below. Subject to Parliamentary approval, the subsidy will be paid to United Kingdom manufacturers and importers of eligible cheeses at a rate of £105 per ton. The cost of this subsidy in the current financial year is estimated at £30 million, and in a full year at £33 million. The scheme will be administered on my behalf by the Ministry of Agriculture, Fisheries and Food.

'The eligible cheeses are: Cheddar, Dunlop, Cheshire, Caerphilly, Lancashire, Wensleydale, Leicester, Double Gloucester, Derby, White Stilton, Gouda, Edam, Elbo, Danbo, Havarti, Samsoe, Maribo, Tybo, St. Paulin.'

Electricity prices

Mr. Brittan (Cleveland and Whitby) referred to the Secretary of State for Energy's statement that the proposed increase in electricity prices would mean price increases to domestic consumers averaging about 30 per cent on bills reaching most of them from the beginning of August, and asked the estimated number and percentage of consumers who will suffer increases above 50 per cent and above 70 per cent respectively.

Mr. Eadie replied: 'The electricity price increases will average about 30 per cent and for most consumers the first bills at the new rates should be sent out following their meter reading falling in the three months beginning on 1 August. It is estimated that less than 5 per cent of consumers will have increases in their bills exceeding 50 per cent and virtually none will have increases exceeding 70 per cent.'

Government Sales

Ministry of Defence

11 May 1974 Miscellaneous Stores

Location: MOD Store Depot, Aston Down, Stroud, Glos.

Auctioneer: Hobbs & Chambers (Dept. L), Market Place, Cirencester, Glos. (tel: 0285-2562)

Heenan Dynamatic Dynamometer, Graham and Normanton 9 in. lathe and nine other lathes, Dominion surfacer and planer 16 in. x 9 in., Wilson universal woodworking machine, Sagar band saw, Reavell compressor, Petter engine PU8. Four Houchin servicing trolleys, two power supply trolleys, racking and shelving, block and pulley, and 49 screw jacks. 18 vehicles, including Ford Escort, Cortina, Morris Oxford and Vauxhall Victor estate cars, Austin, Commer and BMC vans, four Ferguson tractors, 30 cwt. road roller, two electric trucks. Sangamo Weston analysers, Redifon keyer power units, Telemetry test sets, 32 oscilloscopes and solarscopes, RF rest sets, 10 HF sweep frequency generators, two Pye mobile RF test load units, signal generators, 27 avometers, frequency meters, power units, pulse generators, furniture, clothing, 117 pairs of boots and many other miscellaneous items.

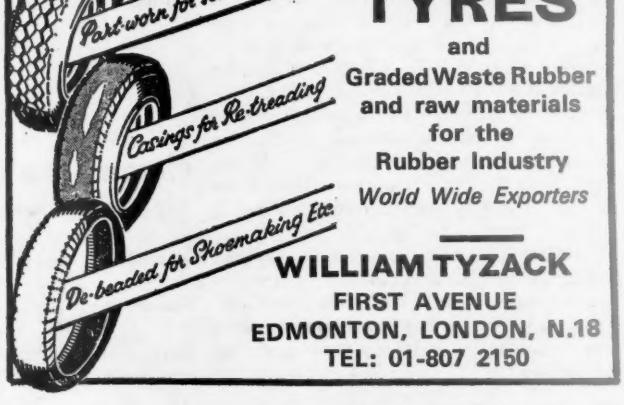
15 May 1974 Miscellaneous Stores

Location: Hilltop Motor Hotel, London Road, Carlisle

Auctioneer: Harrison & Hetherington (Dept. L), Botchergate, Carlisle (tel: 0228-56292)

52 motor vehicles comprising Morris ambulances, Bedford, Commer, Ford and Morris vans, Land Rovers, Mini buses, Morris 1000 and Mini saloons, Ford Anglia and Escort saloons, Massey Ferguson tractor, etc. Bending machines, presses, guillotines, pneumatic tools, pliers, spanners, drills, screwdrivers, axes, hammers, etc. Teleprinters, generating sets, transformers, electronic valves, power units, rectifiers, cable connectors, control units, oscillators, plugs, sockets and other electrical items. Aircraft instruments, cameras, oscilloscopes, binoculars, stop watches, service clothing, boots and shoes, webbing equipment, aluminium and steel sheeting, wooden and metal lockers, chairs and tables and various other items.

Catalogues of the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the relevant auctioneers from two weeks prior to and up to the date of the sale, price 10p (postal order only).



BOTB News

'Tremendous export potential for Britain in US and Canadian markets' says Peter Shore

'Powerful impressions' of the outward-looking attitude of the United States and Canadian Governments and of the 'tremendous export potential' in these markets were spoken of by Peter Shore, Secretary of State for Trade when he addressed the Institute of Export on 2 May.

Mr. Shore, who had just returned from a visit to the USA and Canada, said:

'My first and powerful impression was of the outward-looking attitude of the Governments in both countries. They are both major trading nations and their Governments see their best prospects in a healthy growth of world trade. They are concerned about the stabilisation of the world economy following the energy crisis, and about the problems of the less developed countries; and they are playing their full part in international work on these problems. They care intensely about the success of the multilateral trade negotiations and the US Government is working hard to secure the passage through Congress of the Trade Reform Bill, which is its mandate for the negotiations. Of course there are protectionist undercurrents, particularly in the United States. These vary in strength depending on the strength of US trade and worries about unemployment. Last year the United States moved from a deficit of nearly $7,000 million in 1972 to a surplus of about $1,000 million in 1973 and exports increased by nearly a half. Though the increase in the cost of oil will have an effect on the results for 1974, for the time being trade is very good and protectionist voices are less strident.

'I am convinced that both countries are going to put their full weight behind international efforts to develop and liberalise world trade. We shall join them in this most important task.

'My second impression was of the tremendous export potential for Britain in these markets. The United States is already the largest single country market for our exports, taking £1,513 million of our goods in 1973, an increase of a quarter on our exports in 1972; and Canada is our ninth largest overseas customer and bought goods worth £414 million from us in 1973, a 9 per cent increase compared with 1972. The 25 per cent increase to the United States is, I think, worthy of particular commendation and shows a very substantial increase in our trade in real terms. Canada on the other hand imports 2½ times as many British goods per head of the population.

'But I think the two countries are likely in the future to become even more important export markets. Both are much more self-sufficient in natural resources than our other major markets and are likely to be much less affected by the energy crisis. Canada is a net exporter of oil and before the energy crisis the US was dependent on outside oil supplies for only a relatively small part of her needs (of which only about one-fifth comes from the Middle East) and is dedicated to a programme of self-sufficiency in energy by 1980. Already US industry has in fact moved towards bridging the energy gap by achieving a remarkable 15 per cent saving. Both countries, and in particular Canada, are expected to maintain or increase their rates of growth as compared with many of our other major markets.

'None of this is to pretend that there has not been some setback to the US economy during recent months, not all of it by the way attributable to the energy crisis. Even the otherwise buoyant Canadian market has naturally been affected by the slow down in trade in the United States, and less importantly, in Japan and Western Europe.

'But my principal point remains. These are two markets which even in the short-term will suffer less than almost any other developed country from world shortages and the increase in the price of energy and other raw materials; and I urge you to grasp the export opportunities they offer.'

Earlier, Mr. Shore had said that our largest markets were in Western Europe and in North America. He stressed that while the EEC takes just over a third of our total exports, it also accounts for almost half of our total trade deficit. 'This is an argument for increasing our effort in that market,' said Mr. Shore. 'But it is also an argument for looking, as we must and should, with increased diligence at those other countries and continents which combine to take nearly two-thirds of our trade.

'Moreover, the energy crisis has reminded us that the Western European economy is very vulnerable to interruption of its vital imported energy supplies. On the other hand major markets exist in North America, Australia and elsewhere which are substantially self-sufficient in energy supplies and whose rate of growth in the period ahead is likely to be more surely based.'

Visits by British Overseas Commercial Officers

The following Overseas Commercial Officers are expected to be in this country shortly, when they will be available for discussions.

Cameroon

P. J. Spicely, Second Secretary (Commercial) in Douala since July 1972. Available: September.

Seen here in discussion are wholesale food buyers from West Germany at a recently held inward mission organised by the British Food Export Council in its new premises at London's World Trade Centre. Preliminary reports on this BOTB-supported mission, which brought together 17 top German food buyers and 28 United Kingdom food exporters, indicate a successful and worthwhile operation.

Colombia

A. R. Powell, Second Secretary (Commercial) in Bogota since January 1973. Available: September.

Uganda

M. Hodge, Second Secretary (Commercial) in Kampala since July 1973. Available: July.

British firms and organisations, other than those in the areas covered by the Department of Trade offices for the Eastern Region and the London and South Eastern Region, who wish to meet these officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade Regional Director (Exports) stating the nature of the problem and commodities involved. Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Department of Trade, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because Commercial Officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotion Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all Overseas Commercial Officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply help.

Opportunities in Japan for pollution measurement and control equipment

Over 20 representatives of major British companies attended a seminar, organised by the British Overseas Trade Board, 3 May at the Piccadilly Hotel in London. The subject was selling scientific instruments in Japan.

The seminar was chaired by Peter Wakefield, Special Adviser on the Japanese market to the British Overseas Trade Board. Speakers were Peter Cook (David Wilson Associates), Richard Bigley (Rank Taylor Hobson) and Tom Williams (Gauge and Toolmakers Association).

The Board's two latest market reports 'The Japanese Market for Pollution Measurement and Control Equipment' and 'The Japanese Market for Analytical Instruments' were available to the audience.

'The Japanese Market for Pollution Measurement and Control Equipment' points out that the Japanese market for pollution measurement and control equipment has been expanding rapidly with an increase of more than 20 to 30 per cent annually over the last three years. This trend of high growth is expected to continue for the next three to five years.

The survey suggests that the main way for foreign manufacturers to enter the Japanese market is through exporting pollution measurement equipment and by technical licence agreements and joint ventures for pollution control equipment. In particular the survey considers that water pollution control equipment and water measurement equipment of UK origin are relatively well known in Japan, and there seems to be enough room for British manufacturers to enter the Japanese market. In addition, any equipment which is highly sophisticated or has unique features is likely to have good prospects.

The survey offers four general guidelines to British exporters:

1 Since Japanese private companies tend to follow government authorities and leading private users. British exporters should watch carefully the types of equipment which public bodies and large companies prefer.
2 It is essential for British manufacturers to establish reliable after-sales service systems or to select importers or distributors who can supply after-sales service.
3 Specialist trading companies, rather than general trading companies, should be used by British exporters – although even these specialist companies should be considered thoroughly before they are appointed.
4 Two exhibitions in Tokyo are particularly commended to British companies, the Tokyo International Anti-Pollution Exhibition (APEX) and the British Export Marketing Centre promotion in November this year.

Other information in the 140-page survey includes lists of potential importers, domestic manufacturers, licensing agreements, joint ventures and major trade fairs. Details are also given of technical standards, tariffs, and purchasing policy and traditions among end-users.

'The Japanese Market for Analytical Instruments' estimates that the present size of the market in Japan is about Y30,000 million and during 1975 there will be a further 10-15 per cent increase.

The report states that to date overseas manufacturers have been operating in the Japanese market by direct export to Japan; manufacturing under licence; and setting up joint ventures. It comments that the numbers of licensing agreements and joint ventures in this field are relatively small compared to other growing industries, but they are expected to increase because of the demand for high quality precision electronic instruments and also because overseas manufacturers need to compete with local equipment on an equal footing. Referring to appointing a Japanese agent, the report states that the most satisfactory method is to find a Japanese manufacturer with a product line complementary to the product under consideration because, if he is prepared to act as agent, this gives immediate access to the sales network of this manufacturer, who can supply a good after-sales service, and a wide coverage of potential users.

The report also stresses that participation in a British Export Marketing Centre promotion in Tokyo would be one of the best answers to examining the potential market in Japan for British products.

Five products and systems are identified with the best sales potential in Japan. These are:

1 *High-speed liquid chromatograph.* 'Many people in the trade point out that the market for a fast liquid chromatograph has been expanding' and it is expected that the market will grow during the next two to three years.
2 *Atomic absorption spectrophotometers.* 'There is a continuous demand for high quality absorption spectrophotometers.'

'British machine tool manufacturers certainly have much to offer. The British Overseas Trade Board, the Diplomatic Service and the machine tool industry are to be commended for the way they have organised this export effort.' This was the view expressed by Eric Deakins, Parliamentary Under-Secretary of State for Trade on the opening day of the British Machine Tool and Equipment Exhibition in Stuttgart.

In co-operation with the Machine Tool Trades Association and the Gauge and Tool Makers Association, it was mounted by the British Overseas Trade Board as the culminating event in its South German Trade Drive. The exhibition was the largest exclusively British display of machine tools to be held in Europe this year. It closed on 27 April, having attracted trade visitors from all over Germany as well as from neighbouring countries.

Photograph shows the Minister visiting the stand of Delapena Honing Equipment Ltd. (Right to left) Mr. D. Johnson, sales director explains to Eric Deakins the uses of the automatic speed honing machine which is being operated by Mike Boulton, a project engineer from Cheltenham.

Interviewed after his tour of the exhibition, Mr. Deakins commented that one of the most gratifying aspects of his new job was to be able to see British companies with excellent products accepting the challenge which exporting offered. 'Through the services provided under the British Overseas Trade Board, the Government is anxious to provide the help these companies need,' he said. 'I am confident that the South German Trade Drive has educated British businessmen to the opportunities which exist here, and that it has shown German businessmen that Britain has much to offer. It is now for industry to exploit and develop the opportunities which the Drive has highlighted.' (See also *Trade and Industry*, 2 May, page 225.)

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme is available to exporters who have held an ECGD comprehensive type policy for 12 months. This scheme enables exporters to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 38 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with your local branch office listed below.

London (City)

London postal districts E, and EC2 and 3, South Essex.

J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)

London postal districts of SE1-27 and SW2-20, W2-14. Counties of Kent, Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.

G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, London SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)

London postal districts of N, EC1, WC1 and 2, South Herts and South Bucks, and Middlesex.

C. W. Gentry, 1-4 Old North Street, Red Lion Square, London WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West)

London postal district EC4, NW, SW1 and W1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham

Counties of Shropshire, Worcester, Warwick, Stafford, Nottingham, Leicester, Rutland and parts of Derby.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132.

Bristol

Counties of Gloucester, Hereford, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, Berkshire, West Hampshire, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan, Monmouth and Radnor.

K. I. Humphrey, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 29991. Telex 44248.

Cambridge

Counties of Bedford, Cambridge, Huntingdon and Peterborough, Northants, Norfolk, Suffolk, North Bucks, North Essex, North Herts and South Lincs, including City of Lincoln.

H. Watson, Prudential Buildings, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. Cambridge 67736, Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel 041-332 8707. Telex 77130.

Leeds

The counties of York, Durham, Northumberland and part of Lincoln.

W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Manchester

Lancashire, Cheshire, Cumberland, Westmorland and part of Derbyshire; the Welsh counties of Anglesey, Caernarvon, Denbigh, Flint and Montgomery and the Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester, M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada:

J. A. Dorrian DFM, c/o British Trade Development Office, 150 East 58th Street, New York 10022, USA. Tel. 212-593-2258. Telex 420543.

3 *Ultracentrifuges.* 'Since the number of competitors in this field is relatively small, there is a possibility for manufacturing under licence.'

4 *Radiation measuring instruments.* 'The fact that nearly 30 per cent of the radiation measuring instruments sold in Japan have been imported suggests that it is possible to enter the Japanese market by direct import or through a licensing arrangement.'

5 *Computer aided analytical systems.* 'There is an increasing demand for computer compatible analysers and computer aided analysis systems, including sophisticated data processing facilities with suitable soft ware.'

The report also discusses the trends, requirements and preferences among users of analytical instruments; potential customers; prices and delivery; sales and promotion; industrial standards; tariffs and purchasing policy and traditions among end users.

Both these reports were prepared for the British Overseas Trade Board by Dodwell Marketing Consultants, Tokyo. They are available to British manufacturers, price £5 each post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

Japan and Europe – an international briefing

A three-day international briefing on 'Japan and Europe: partners or competitors?' will take place in Brussels from 19 to 21 June. The Management Centre Europe is organising this briefing and have assembled an impressive range of speakers including:

Professor Bownas, director of the Centre of Japanese Studies, Sheffield

Dr. Ballon, Sophia University, Tokyo

H. B. Giesler, director, German-Japanese Economic Institute, Hamburg

D. Gribbin, director, Gribbin & Gribbin, Kent

F. Bertrand, international manager, Christian Dior, Paris

G. A. Gregory, specialist on Japanese business, Geneva

T. Hiramatsu, manager, Nikko Securities Ltd., Zurich

M. Isherwood, manager, Mitsubishi Corporation, London

R. Lehmann, adviser Mitsui, France; adviser Fabrimetal, Brussels

H. J. Muller, economist, German-Japanese Economic Institute, Hamburg

G. Suzuki, chairman, Associated Japanese Bank, London

M. C. J. Jackaman, marketing director, Harveys of Bristol

R. S. Milward, permanent secretary, Japanese Chamber of Commerce, London

C. R. Stevens, partner, Coudert Bros., New York

P. G. A. Wakefield, special adviser on the Japanese market, Department of Trade, London

The briefing will be in English and the location the Sheraton Hotel, Brussels. The cost of the course including documents and luncheons is BF14,500 for members and BF16,000 for non-members. Please apply to the Registrar, Management Centre Europe, Avenue des Arts 4, B-1040 Brussels (Belgium). Further details may be obtained from Exports to Japan Unit, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (tel. 01-248 5757, ext. 7319).

First all-British food exhibition in Japan

The British Overseas Trade Board has arranged the first all-British Food Exhibition in Japan, to be held at the British Export Market Centre in Tokyo. About 25 British firms are taking part in the exhibition which runs from 14-18 May, and is being organised in association with the British Food Export Council. The companies are presenting a wide range of British foods including biscuits, breakfast cereals, cakes, chocolates, flavourings, jams, pickles, soups and sweets.

At the same time as the exhibition, the BOTB has arranged with the BFEC for a mission of over 20 businessmen from British food manufacturing companies to visit Japan. It is believed this will be the largest group from British food companies ever to visit the Far East.

Services to exporters

The following Government offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YI
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds LS1 4JQ
Tel. (0532) 38232. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumberland CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

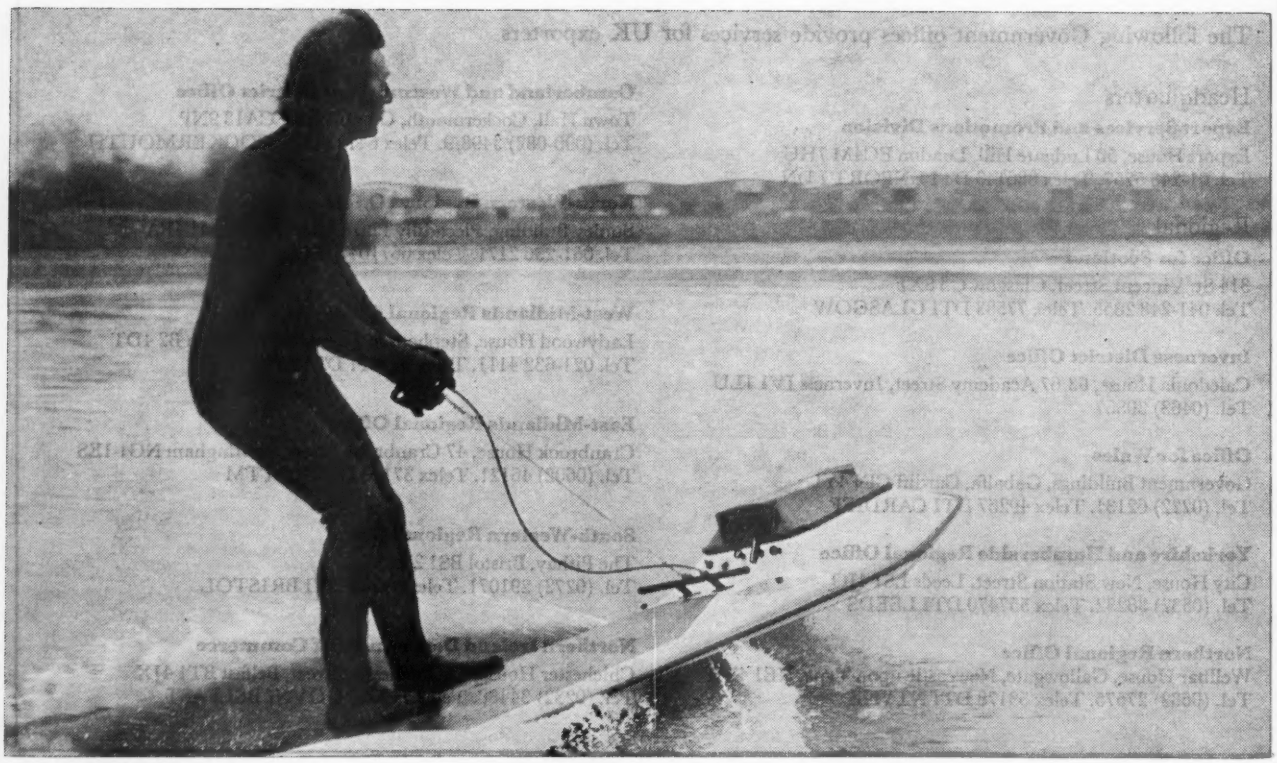
South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

Small craft exports

A 45 ft. personnel carrier built for a Norwegian operator by Vosper Thornycroft, Portsmouth. The vessel will be used to ferry holidaymakers in the British Virgin Islands. Powered by two 425 s.h.p. diesel engines and capable of a speed of 25 knots, the boat is based on a new design in Vosper's Keith Nelson range. The glass-reinforced plastics hull is similar to those now in service for pilot and rescue duties.

Agents in the Far East and Europe have been appointed for the new 'Skidaddle' powered surfboard developed by North Hants Engineering Co. Ltd. The craft has a 10 h.p. two-stroke engine and shrouded propellor and can reach 25 m.p.h. A pistol-grip hand throttle is attached to the craft by the straining wire. The rider steers by moving his weight as the board travels.



Three HM2 hovercraft built by Hovermarine Transport Ltd., Southampton, have been bought by a Brazilian ferry operator for commuter service between Rio de Janeiro and a residential community on the shores of the Bay of Guanabara. Many HM2 hovercraft are in service overseas. The picture shows the HM2 owned by the Department of Industry which has now exceeded 45,000 miles on research trials.

Second of four patrol boats for the new Barbados Coastguard service. The *Guardian* series has been developed by Marine and Coastal Services Ltd., London, in conjunction with the GRP hull moulders, Halmatic Ltd., Havant, Hants, and the builders, Aquarius Boat Co. Ltd., Christchurch, Hants. The picture was taken at the boat's acceptance ceremony and among those on board is the High Commissioner of Barbados.

Exhibitions and Fairs

WESTEC: biggest metalworking show in the Western United States

From the British Consulate-General, Los Angeles: 1973 was a record-breaking year for the metal and tool industry in the United States and, despite some underlying fears of a general recession, 1974 promises to be an even better one. What better market conditions for the 11th Annual Western and Metal Tool Exposition which was held in the huge Los Angeles Convention Center from 11-15 March?

Some 270 enthusiastic exhibitors – more than ever before – displayed the latest machine tool equipment valued at over $10 million and attracted almost 19,000 visitors; statistics which in themselves reflected the Show's appeal and importance. The presence of numerous foreign exhibitors including those from the United Kingdom, Australia, France, Italy, Japan, New Zealand, Poland, Sweden, Switzerland and West Germany, additionally highlighted its increasing international appeal. The United Kingdom was well represented with the following firms, sponsored by the British Overseas Trade Board and the Machine Tool Trades Association, participating:

A. A. Jones & Shipman Ltd. of Leicester, displaying cylindrical grinding machines;
Matrix-Churchill Ltd. of Coventry, automatic chucking machines;
James Neill (Sheffield) Ltd. of Sheffield, magnetic chucks, hand tools and precision instruments;
Torvac Ltd. of Cambridge, electron beam welders;
H. W. Ward & Co. of Birmingham, turret lathes;
Wentgate Engineers Ltd. of Huntingdonshire, electron beam welders.

Additionally, Balding Engineering Ltd., Clausing-Colchester and Rank Taylor Hobson were represented by local US distributors. Hey Machine Tools, who did not participate in the joint venture, also exhibited their centering and chamfering machines at a prime location secured by reason of their previous participation.

Glowing praise

All the British paricipants acclaimed the Show in glowing terms and indicated that they would be exhibiting again in 1975. H. W. Ward & Co. not only accomplished their primary objective of securing a distributor but also sold two automatic turret lathes totalling $60,000. A. A. Jones & Shipman said their orders totalled $85,000 with the sale of four machines. Torvac Ltd. sold one machine with unconfirmed sales of two others. Wentgate Engineers confirmed sales of two machines and many encouraging inquiries Matrix-Churchill Ltd. and James Neill Ltd., obtained numerous good leads for future sales opportunities. Indeed, but for the constraints placed on their output by the recent United Kingdom energy crisis some of them could have achieved significantly increased sales. Notable American machine tool and periphery equipment exhibitors were Cincinnati Milacron Inc., General Electric Co., Le Blond Inc., Rank Precision Industries, Ratheon Co., Republic Steel Co., Rockwell International, South Bend Lathe Co., Union Carbide Corp., and Warner & Swassey Co.

WESTEC's reputation

The WESTEC Conference again maintained its high reputation of keeping the industry up-to-date with new developments and ideas and this year featured over 120 papers in 32 sessions covering a wide range of topics – metals, manufacturing materials, technology and manufacturing management.

'Regional shows are here to stay'

The effectiveness of this regional Exposition was perhaps best summed up by Bill Taylor, the Society's Executive Vice-President, when he said, 'Regional shows such as WESTEC are here to stay. Even with a Show like the National Machine Tool Builders Association Exposition in Chicago, an international event with exhibitors from all over the world, the attendance is still overwhelmingly 80 per cent and 85 per cent from the Chicago area'. In addition, there are almost 9,000 companies located in and around Los Angeles and San Francisco, each with 50 or fewer employees, very few of whom are able to visit national exhibitions like the one sponsored annually in Chicago by the National Tool Builders Association. There is no doubt that these firms will increasingly look to WESTEC for their machine tool requirements. More generally, total U.S. requirements are likely to be significantly boosted in the next few years as a result of the increasing preference for smaller cars and the consequent major re-tooling programmes which will need to be introduced by the automobile manufacturers. This increased demand should provide excellent opportunities for British machine tool products.

Willy Brandt (left), Chancellor of the Federal Republic of Germany, meeting Edward Powell, President of BEAMA at the official opening of Hanover Fair on 25 April.

British Machine Tools and Scientific Instruments Exhibition, for Shanghai, next year

The Chinese authorities have agreed to a proposal by the British Overseas Trade Board that a British Machine Tools and Scientific Instruments Exhibition be staged in China in March-April 1975. The exhibition, which is being jointly sponsored by the Machine Tool Trades Association and the Scientific Instrument Manufacturers Association in conjunction with the Sino-British Trade Council, is a follow-up to the highly successful British Industrial Technology Exhibition held in Peking in the spring of 1973.

A team headed by Mr. W. T. Pearce, Director of Fairs and Promotions Branch of the BOTB, will arrive in Peking on 10 May for discussions with the China Council for the Promotion of International Trade.

About 70 British companies are expected to participate in the exhibition next spring which will run for up to 12 days and is expected to occupy some 6,000 sq. metres of exhibition space in Shanghai.

Note

Nearly 350 British companies exhibited £2.5 million worth of industrial goods at the BOTB-supported British Industrial Technology Exhibition held in Peking in 1973. The exhibition, which was the largest of its kind ever held in the People's Republic of China, attracted over 200,000 visitors.

UK exports to China rose from £31.6 million in 1972 to £84.7 million in 1973 and this trend appears to be continuing in 1974.

Lord Beswick (left), Minister of State at the Department of Industry, visiting a display of a new pilot training system on the stand of Redifon Flight Simulation Ltd. during the Hanover Air Show on 26 April. Lord Beswick, who has special responsibilities for aerospace, was at one time an airline captain. He is seen here talking to Mr. W. S. Robertson, managing director of Redifon and Mr. G. E. Maynard (right) who is responsible for marketing Redifon equipment in 25 countries.

British toys and games dominate Australian trade fair

From N. H. B. Veroid, Consul (Commercial), British Consulate-General, Sydney: The International Toy and Sporting Goods Trade Fair was held on three floors of the Chevron Hotel, Sydney, 10-13 March, and attracted over 1,200 trade buyers from all parts of Australia. Visitors travelled from as far as Perth, Darwin and Alice Springs to attend this international event which has become of great importance to the Australian toy and sporting goods industries.

A total of 82 firms exhibited and occupied an area of 20,000 sq. ft. compared with 39 exhibitors occupying 8,000 sq. ft. in 1973 which indicates the continued buoyant market in Australia for toys and sporting goods. British toys and games dominated the fair but increasing competition in the market was demonstrated by exhibits sponsored by the Governments of Spain, India and Pakistan and by displays by agents of toys and sporting goods from Hong Kong, Taiwan, Italy, West Germany, Philippines, USA, Canada, Japan, USSR.

Joint venture display

The main British concentration was in the form of a joint venture display sponsored by the British Toy Manufacturers Association and the British Overseas Trade Board. The 27 manufacturers who participated occupied over 5,500 sq. ft. of display area. Nineteen UK representatives took the opportunity of visiting the market where well over 25 per cent of the total imports of toys originate from the UK. Without exception British manufacturers reported considerable interest by importers in their products and were pleased with the results achieved. Many of them reported on the spot sales and promise of future orders.

British manufacturers introduced, alongside traditional British toys, a number of products new to the Australian market. Lesney Products chose the occasion to add several new toys and games to its wide range and the impressive stand acted as a focal point for trade visitors and the news media. Schelhorn displayed more than 90 soft toys, while Supercast, exhibiting for the first time, reported considerable interest in its moulding and candle making kits.

The Rovex display of Scalextric racing cars and Hornby trains was as popular as ever. Umbro International, the only UK sporting goods manufacturer represented in the joint venture group and exhibiting for the second time, displayed a new range of sports clothing.

Many of the toys and items of sporting equipment on display had been specifically designed to meet the requirements of the increasing sophistication of the Australian market – a market that is continually growing and worth an estimated £100 million per annum at retail value.

More British firms exhibiting at FASEB '74

From Roland S. Willcox, Vice-Consul (Commercial), British Consulate-General, Philadelphia: The 58th Annual Meeting of the Federation of American Societies for Experimental Biology, held at Atlantic City, New Jersey from 8 to 12 April, was attended by eleven British firms who exhibited in a joint venture sponsored by the British Overseas Trade Board and the Scientific Instrument Manufacturers Association (SIMA).

This year saw 15,553 visitors at FASEB of which 10,351 were scientists. Three hundred and sixty-nine exhibitors occupied 900 booths in the East and West halls of Convention Center. The British group occupied a strategic and consequently well-travelled section close to the entrance of the new West Hall.

British manufacturers participating in this fifth successful joint venture were: Grant Instruments (Cambridge) Ltd., showing new flow heaters and flow coolers, a new model BT3 high temperature block thermostat and a full range of controlled tempeature baths; Slee Medical Equipment Ltd., of Lewisham, who again showed their cryostats and rotary retracting microtome; Techne (Cambridge) Ltd., of Duxford, featuring a wide range of portable temperature controllers, a new range of tissue culture stirrers and hot, cold, dry and wet baths, dry heating blocks and temperature control equipment; Vickers Instruments Ltd., of York, who featured as their principal exhibit the M85 and M86 combined integrating micro densitometer and scanning interferometer, and a range of microscopes; Ultrasonics Ltd. of Shipley showing a range of ultrasonic disintegrators designed principally for use in research centres, hospitals, and the pharmaceutical industry.

Searle Diagnostic Ltd., of High Wycombe, had a pictorial and literature exhibit on their specialised biochemicals in the fields of virology, genetics, immunology and molecular biology. The products included antisera, human and animal tissue typing products, virus and virus derived products, cultured cells of human origin and macromolecules. 20th Century Electronics Ltd. of Croydon displayed their new 200 MGA (medical gas analyser) ergonomically designed specially for use by hospital technicians and nursing staff. The analyser uses the principle of mass spectrometry for simultaneous measurement of rapid change of concentration in up to eight different gas samples in the molecular weight range of 2 to 200 AMU. Information Retrieval Ltd., of London, showed their monthly abstracting publications and journals with readership in 85 countries; Pilkington PE Ltd., of St. Asaph, showed precision fused optical cells, precision lenses and a Lolite night sight. Electrothermal Engineering Ltd., of London, exhibited their new digital melting point determination apparatus ranging from 0 to 400 degrees centigrade; Biolab Ltd., of Cambridge, showed a new and much needed line of 'Omnifit' fittings for chromatography which made Biolab one of the busiest booths at the exhibition.

Visitors to the British stand at Vienna's International Horticultural Exhibition.

Useful contacts for British horticulturalists in Vienna

From Leslie Bailey, First Secretary (Commercial) British Embassy Vienna: WIG 74 – Western Europe's major horticultural exhibition – was held this year in Vienna. Five years have gone into the preparation of the site which now comprises an attractive complex of landscaped gardens and parks, exhibition halls, a congress hall, hotel, restaurants, thermal baths and other superstructure. The programme of events covers the period 18 April - 14 October. It began with the international exhibition in the spacious Hall of Nations and adjoining halls from 18 to 22 April. This attracted exhibitors from 23 countries and about 45,000 visitors.

The UK was represented by a joint venture sponsored by the British Overseas Trade Board and the National Farmers Union on a stand of approximately 370 sq. m. in a prominent position at one end of the Hall of Nations. Fourteen British firms took part, and exhibited a wide variety of plants, shrubs, orchids, roses, fruit and vegetables in a well designed lay-out. The stand attracted considerable interest and was crowded for much of the five days of the Fair. The exhibition was not a trade fair in the accepted sense but it provided a valuable international advertisement for British growers. Useful contacts were made which are likely to result in future business rewards. Overall, the joint venture won seven silver and six bronze medals and a special award by the Federal Association of Professional Gardeners. The stand was manned by an enthusiastic team led by Stanley Blow and his deputy John Hagen.

The British firm Tokonoma Bonsai Nurseries attractively exhibited a large collection of Bonsai trees independently alongside the joint venture. This was also very popular and secured six silver and six bronze medals and a special prize.

The United Kingdom have also made a contribution to the outdoor Gardens of Nations. The British contribution, named the English Garden, was designed by the Liverpool Gardens Architect and organised by the Director of Liverpool Corporation Recreation and Open Spaces Department. All plants for the garden were provided by municipal nurseries in England. The Gardens of Nations remain open throughout the whole of the WIG '74 period.

Boom conditions for British electronic components at Paris Salon

From Clive Almond, Second Secretary (Commercial), British Embassy, Paris: The boom in the sales of all types of electronic components continued at the International Exhibition of Electronic Components held in Paris from 1 to 6 April. It was the Exhibition's Golden Jubilee.

Sales of electronic components in France in 1973 amounted to Frs4,514 million, 30 per cent more than the previous year. Of this total France imported Frs2,194 million, a 42 per cent increase over the 1972 figure so it was hardly surprising that British companies should have exhibited in force at this year's show.

Out of a total of just over a thousand exhibitors, 93 were British and of these 51 received joint venture support. They were jointly sponsored by the Electronic Components Board and the British Overseas Trade Board.

The exhibition was attended by over 57,000 trade buyers and of these nearly 9,000 were foreigners, a 30 per cent increase over the previous year's figure.

Needless to say, with a number of buyers at the show and the general increase in business, a lively interest was shown on the British stands. Of those who did particularly well were Plessey with their new forms of printed circuit resistors; AB Electronic Components with their connectors and thick films and Marconi, who have fortunately been able to take advantage of the fact that the sales of radio telephones in France have been increasing recently at the rate of 100 per cent a year.

This exhibition is rigidly sectionalised, and

Buyers visiting one of the British joint venture stands at the recent Utrecht International Building Show. British participation was sponsored by the BOTB and the Building Materials Export Group.

Mr. R. Arculus (centre), Minister Economic, British Embassy Paris, examining with Monsieur Plurien, a director of GEC Composants France, one of their tubes at the Paris Electronic Components Exhibition.

there were no national pavilions. As a result, the British firms were spread throughout the building and some had better sites than others. However, it was surprising to find one or two companies, including Ferranti, pushed away at the back of the hall. It is only fair to add perhaps that in a Salon of this size it would be difficult to give every company what it considered to be a good site.

Among the leading personalities who visited the British stands were the French Prime Minister, Monsieur Pierre Messmer, and Mr. R. Arculus, Minister Economic, British Embassy, Paris, who was accompanied by Sir Ronald Melville, Director of the Electronic Components Board.

The next event is scheduled to take place from 31 March to 5 April 1975.

Royal visitor sees British stand display at Brussels Book Fair

From R. W. James, Commercial Department, British Embassy, Brussels: The United Kingdom was once again represented at the Sixth Brussels International Book Fair, held at the Centre International Rogier, Brussels, 16-24 March. For the sixth successive year the BOTB and the Book Development Council sponsored our participation with the valuable co-operation of the staff of W. H. Smith and Son's Brussels office. Some 2,000 British titles representing some 100 publishers were displayed on a stand, the design of which echoed the theme of this year's exhibition 'Leisure and the Ages of Man', and which was acclaimed in its own right as one of the most attractive.

Business was particularly brisk on the first week-end with British sales up by over 50 per cent on 1973.

The international character of the exhibition was even more pronounced this year with the addition of Finland, Australia and the Lebanon to the distinguished list of some 30 countries who find it an excellent shop window for their products. There were 120,000 books on show, with special emphasis on those dealing with leisure activities, tourism, folklore and sport.

There were the usual special children's sections which were of particular interest to this year's Royal visitor, Princess Paola, the wife of Prince Albert, the King's brother. She was especially taken with those on the British stand.

Despite the problems of the publishing world – soaring costs and in particular a shortage of paper – the fair remains a popular annual attraction, one which most exhibitors find a good long-term investment and which can play its part in reducing the rather large percentage of Belgians who never read a book.

Attendance figures this year are expected to top the 150,000 mark – quite an achievement when six figures were reached only in 1972. It is particularly encouraging that school-children and students make up such a large proportion of them.

The Brussels fair is not to be compared with, for instance, Frankfurt. It is different in nature. It is, however, a genuinely international gathering which has continually grown in stature and which retains its importance for the promotion of British publishers and their work.

Sir Jack Rampton visits Offshore Technology Conference at Houston

Sir Jack Rampton, Permanent Under-Secretary, Department of Energy, paid a two-day visit to the Offshore Technology Conference, Houston on 6 and 7 May. Sir Jack visited Houston in place of Dr. Gavin Strang, Parliamentary Under-Secretary of State, who was unable to attend this event because of Parliamentary business.

Sir Jack's visit was made at a time when the Department of Energy is carrying out a major strengthening of its Offshore Supplies Office to help British industry win a bigger share of the fast expanding offshore supplies market.

In addition to supporting 30 exhibiting firms and three others whose principals read papers, the British Overseas Trade Board assisted 43 companies on two outward missions to Houston. Altogether there were over 200 British firms represented, the largest British contingent at any trade event in the United States this year. Of the eight overseas countries exhibiting at Houston the British representation was the largest, occupying over 7,500 sq. ft. at the Astrohall.

British manufacturers in this field exhibited a wide range of offshore equipment and services. A complete gas turbine, as supplied to one of the major oil companies for the Forties field in the North Sea, floating and flexible hoses, diesel-driven arc welding power sources survey equipment and rig accessories were some of the products shown. In addition, British companies' representatives read papers to the Conference on recent technological advances.

Sir Jack's visit enabled him to see at first hand the latest developments in the many sectors of this diversified market.

Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening, Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NEI 4TB (Tel: 27575 – Telex 53277).

East & West Ridings: Mr D. de M. Guilfoyle, OBE, City House, Leeds LS1 4JG (Tel: 38232 – Telex EconPlan 55472 – message to be prefixed for COI).

North Midland: Mr T. Cooban, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

London & South Eastern: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 915444).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel. 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, St. Andrew's House, Edinburgh EH1 3DQ (Tel· 031-556 8501) District Office: 314 St. Vincent Street, Glasgow C2 (Tel: 041-221 5670 – Telex 77583).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff CF1 3PY (Tel: 28066 – Telex 49327).

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

HARMONISATION OF LEGISLATION – MOTOR VEHICLES: The *Official Journal of the European Communities* C35, 28 March 1974, contains the draft texts of Proposals for Council Directives as follows:

Proposal for a Directive on the approximation of the laws of Member States relating to the external projection of motor vehicles.

Proposal for a Directive concerning the approximation of the laws of the Member States relating to fog lights for motor vehicles.

Proposal for a Directive concerning the approximation of the laws of the Member States relating to reflex reflecting devices for motor vehicles and their trailers.

It should be noted that the texts of these Directives when finally approved, may differ from the draft texts referred to above.

Further information: Department of Industry, M Division, Abell House, John Islip Street, London SW1P 4LN (tel. 01-834 4422, ext. 719).

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* L108, 22 April 1974, contains the text of Directive 74/204/EEC modifying Directive 73/95/EEC applying Articles 13 and 14 of Directive 69/73/EEC, on the harmonisation of provisions laid down by law, regulation or administrative action in respect of inward processing.

Further information: HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE (tel. 01-626 1515, ext. 2446).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Fruit and vegetables. Regulation (EEC) 918/74 applying quality classes 'III' to certain fruit for the 1974/75 marketing year. (*Official Journal* L106, 19 April 1974)

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Cattle beef and veal. Regulation (EEC) 920/74 authorising the United Kingdom temporaily to grant national subsidies for beef and veal. (*Official Journal* L106, 19 April 1974)

Regulation (EEC) 932/74 amending the provisions of Regulation (EEC) 2637/70 concerning beef and veal. (*Official Journal* L107, 20 April 1974)

Regulation (EEC) 933/74 amending Article 1 (a) of Regulation (EEC) 432/71 as regards the intervals at which information must be given concerning import licences for beef and veal. (*Official Journal* L107, 20 April 1974)

Sugar. Regulation (EEC) 931/74 amending Regulation (EEC) 242/73 laying down general rules for the implementation of the arrangements for importing into the United Kingdom within the terms of the Commonwealth Sugar Agreement. Regulation (EEC) 931/74 provides by way of derogation from Article 7 (2) of Regulation (EEC) 242/73 that the weighted averages referred to in that paragraph shall be calculated from 1 April 1973. (*Official Journal* L107, 20 April 1974)

Milk and milk products. Regulation (EEC) 935/74 providing for a special rule for the application of the corrective amount for skimmed-milk powder. (*Official Journal* L107, 20 April 1974)

Processed agricultural products. Regulation (EEC) 826/74 adjusting the compensatory amounts and variable components applicable during the second quarter of 1974 on importation of goods covered by Regulation (EEC) 1059/69 and containing milk or milk products. (*Official Journal* L98, 8 April 1974)

Animal feedingstuffs. Fifth Directive establishing Community methods of analysis for the official control of feedingstuffs. (*Official Journal* L108, 22 April 1974)

Wine. Regulation (EEC) 956/74 amending the Dutch versions of Regulations (EEC) 1770/72 (Article 10 a) and 3282/73 (Article 3 a) relating to wine. (*Official Journal* L109, 23 April 1974)

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Trade Information

Co-operation Agreement with USSR is new landmark in Anglo/Soviet economic relations

A 10-year Co-operation Agreement between the United Kingdom and the USSR was signed in London on 6 May by Peter Shore, Secretary of State for Trade, and Lord Goronwy Roberts, Parliamentary Under-Secretary of State at the Foreign and Commonwealth Office, on behalf of Her Majesty's Government, and by Mr. M. R. Kuzmin, First Deputy Minister of Foreign Trade, on behalf of the USSR. The Agreement will be published as a White Paper in a few weeks time.

The Agreement will provide a framework for all forms of economic, scientific, technological and industrial co-operation between firms and organisations in the two countries. It provides that both Governments will work for the development of all these forms of co-operation with the aim of strengthening the economic relations of the two countries. The two Governments undertake to support and encourage the conclusion of agreements and contracts on economic, scientific, technological and industrial co-operation between firms and organisations of the two countries: but the Agreement makes it clear that the conditions governing particular co-operation projects must be agreed between the organisations, enterprises and firms directly involved. In addition, the two Governments undertake, where this is in their mutual interest, to support and encourage their firms and enterprises in projects of economic, scientific, technological and industrial co-operation in the third markets.

In an important article of the Agreement the two Governments have included an initial list of specific sectors which have been identified as of particular interest. These are as follows: computers, scientific instruments, textiles, medicine, medical equipment and instruments, machine tools, construction, building materials, electric power, ferrous metallurgy, oil, coal and mining industries, containerisation, long term transport problems, microbiological protein synthesis, copying machines, environmental engineering, food technology including processing, paper and paper-making machine technology, automation, packaging technology, materials handling, chemical and petrochemical industry. Other fields of mutual interest may be agreed from time to time.

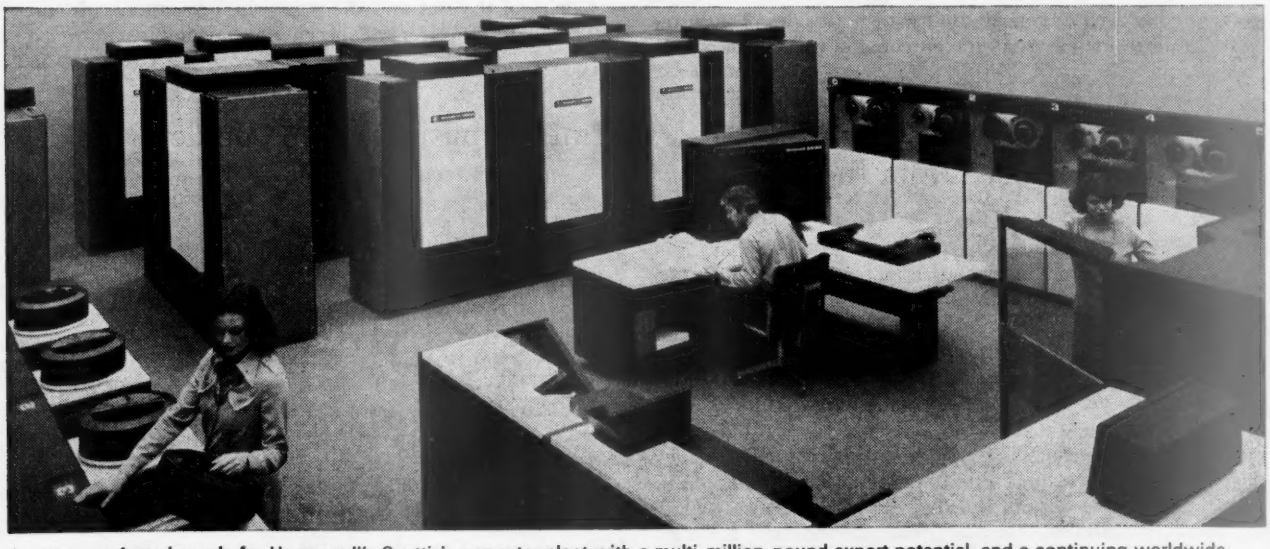
It is the aim of both Governments to formulate within the next few months a concrete programme of economic collaboration based on this Agreement. There will be preliminary discussions about this at the Third Meeting of the Anglo Soviet Joint Commission being held later this month in London.

British Embassy, East Berlin: correspondence

To avoid postal delays, correspondence with the British Embassy to the GDR should be addressed as follows:

British Embassy,
East Berlin,
BFPO 45.

UK inland postal rates apply. Customs declaration forms should be completed as normal.



A new manufacturing role for Honeywell's Scottish computer plant with a multi-million-pound export potential, and a continuing worldwide development mission for its Hertfordshire engineering centre are the UK's share in a major new computer line announced by Honeywell. Series 60, the new line, is the outcome of a vast international development programme. The plant at Newhouse, Lanarkshire, will be building the larger models in the Series, the Level 66 systems, for a share of world markets outside of North America and Japan. 'This confirms the Newhouse plant's role as the European manufacturing centre for the bigger computers, a role which started with the decision to build the best-selling large-scale Series 6000 computers in Scotland,' says Bob Gilchrist, director of Honeywell's Computer Operations Group in the UK. The Series 60 Level 66 systems follow on from the Series 6000, which has marked up sales around the world of over £400 million since its introduction in February 1971. 'This is a good export opportunity for us,' said Gilchrist, 'and next year we plan to be exporting 70 per cent of all production from Newhouse.' The photograph shows the largest of four Level 66 systems developed in the United States.

British firms in South Africa statement by Peter Shore

Peter Shore, Secretary of State for Trade, made the following statement in the House of Commons on 1 May.

'I would like to make a statement about the Government's initial views on the recommendations in the 5th Report of the Expenditure Committee on the wages and conditions of African workers employed by British firms in South Africa.

'This was a somewhat unusual field of enquiry for a Select Committee. The whole House will wish to congratulate my Honourable Friend, the Member for Stockton-on-Tees and his colleagues on the Trade and Industry Sub-Committee on the thoroughness of this enquiry and the admirable report which they have produced.

'We accept the main recommendation that the Government should issue amplified guidance to British firms on the wages and working conditions of African workers. The report contains an admirably full and clear statement of recommended practices which, if implemented conscientiously could lead to very real improvements.

'As recommended by the Committee I am now arranging to give the Code of Practice wide publicity. I shall write personally to those British firms with South African interests. My letter and the text will be issued to the Press, as will the list of those to whom I am writing. Naturally we also accept that the guidelines should be updated when necessary.

'Key recommendations in the guidelines are that no British firm in South Africa should pay adult male African employees wages below the appropriate Poverty Datum Level, and that all firms should aim within a set timetable to pay minimum wages equal to the Minimum Earnings Level broadly equivalent to Poverty Datum Level plus 50 per cent. Elsewhere the report rightly stresses the responsibility of parent firms for the employment practices of South African affiliates. These are the basic lessons of enquiry and it is now for industry to put them into practice.

'The report contained a number of other recommendations on informing and advising firms on overseas industrial relations and on monitoring their performance. These proposals are being given urgent and careful study by the Departments concerned as well as consultation with both sides of industry. I shall inform the House of the outcome in due course.'

NOTICE TO IMPORTERS

Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a further supplementary quota of 7,000 tons has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department of Trade's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1973/4. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas suppliers. Licences issued under these arrangements will not be valid after 30 September 1974.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Phillippines, the United States of America, and Venezuela.

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

Canada: foreign investment policy

The first part of the Foreign Investment Review Act, which was passed by the Canadian House of Commons on 26 November last, was proclaimed on 9 April. A Federal Investment Review Agency has been set up to administer the Act and it is planned that its provisions will be brought into effect in two separate stages.

The first stage, which is now in force, relates to acquisitions of Canadian businesses. After the Government has had opportunity to gain experience in administering the takeover provisions, and has consulted the provinces, the second proclamation relating to new business will be made.

Regulations to provide working rules by which the Act will be administered were published in early March. They define foreign investors subject to the Act, set out the criteria for deciding which Canadian firms are subject, and list the detailed information which must be provided about both the foreign purchaser and the Canadian firm to be purchased. The kind of information which will have to be provided seems intended to reveal whether the foreign company plans to maintain its acquisition as an independent Canadian company, or whether it plans to treat it as a branch plant.

The Act is designed to ensure that takeovers and extensions of business bring significant benefits to Canada. The criteria to be used will include the impact of takeover on such factors as employment, exports, domestic processing of new materials, development of local suppliers, industrial efficiency and competition, technological development, and participation by Canadians as shareholders, directors, managers and technical personnel. Investment will also be judged in terms of its overall compatibility with federal and provincial economic policy objectives and foreign investors are invited to discuss their plans with Canadian officials before finalising their transactions.

Copies of the Act and the regulations together with copies of Canadian Government speeches are available.

CRE ext. 5629

Hints to business men booklets

Revised editions of the booklets on Afghanistan, Bermuda, including Bahamas and the Turks and Caicos Islands, Burma, The Dominican Republic, India, Morocco, Peru and Sierra Leone have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146) or to any Regional Office of the Department of Industry.

Benelux and Poland: trade quotas for 1974

Quota lists for the exchange of goods between the Benelux countries and Poland during 1974 were published in the Dutch journal *Wereldmarkt* No. 15 of 11 April 1974. Applications from British exporters for copies of the text (in Dutch) should be addressed to OTAR (b) Section, Export Data Branch.

EDB ext. 288/466/467

Tariff and Trade Notices

Italy

Import deposit scheme

The Italian Government has announced a system requiring importers to place deposits equal to 50 per cent of the value of the import in a non-interest bearing account with the Bank of Italy for six months. The scheme is applicable to all imports with the following exceptions:

Raw materials
Energy products
Most investment goods

Official details are not for the moment obtainable but it is reported that the scheme takes effect from 6 May 1974. Further information will be published as soon as available.

Netherlands

Liqueurs: food regulations

A Netherlands Decree of 8 March 1974 (*Staatsblad* 155) amends the Liqueurs Decree (Commodity Law). Copies, in Dutch, of the new Decree are available. An English translation of the Liqueurs Decree incorporating the amendments should be available in about a month's time. **EDB ext. 288/466/467**

Spain

Temporary import duty reductions

Notice was given in *Trade and Industry*, 31 January 1974, page 182, of reductions by 5 per cent on import duties until 18 April 1974 (Decree 75/1974). The Spanish *State Gazette*, 11 April 1974, published Decree 984/74 on 5 April which supersedes Decree 75/1974 and makes a general tariff reduction of 10 per cent valid until 10 July 1974. The basis of calculation of 10 per cent reduction will be as before, ie temporary reduction on all goods (except those on which the current import duty is below 5 per cent and those items in 55.05 and 55.06) is to be calculated on the level of import duties currently being applied, even if this represents an already temporary reduction and will be rounded to one decimal point. This measure has been taken for reasons of price control. **EDB ext. 462/471/472/473**

Vaccines: tariff modifications

The Spanish *State Gazette*, 30 April 1974, announced modifications to the text of subheadings 30.02.A.1 and 30.02.B.1. From 30 April 1974 both subheadings should read as follows:

30.02.A		Put up for retail sale:
	1	Antipoliomyelitis, anti-measles and anti-German measles vaccines, including mixtures thereof as well as mixtures with other vaccines
30.02.B		In bulk form or otherwise put up:
	1	Antipoliomyelitis, anti-measles and anti-German measles vaccines, including mixtures thereof as well as mixtures with other vaccines

Items under both subheadings are free of import duty.
EDB ext. 462/471/472/473

Liquefied ammonia: home compensation tax reduction

The Spanish *State Gazette*, 23 April 1974, announced a temporary reduction in home compensation tax levy to 1.5 per cent, valid from 5 April to 4 July 1974, on liquefied ammonia, tariff heading 28.16 A.
EDB ext. 642/471/472/473

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Customs tariff modifications: clarification

Notice was given in *Trade and Industry*, 18 January 1973 (page 105-6), of tariff modifications and Trade Liberalisations published in the Spanish *State Gazette*, 16 December 1972. This took the form of a Ministry of Commerce Order of December 12 made under Decree 3221/1972 of 23 November 1972 and setting out changes in the Spanish import system and tariff nomenclature.

The Spanish *State Gazette*, 12 April 1974, published an Order of the Ministry of Commerce of 4 April 1974 clarifying the above Order. Tariff headings affected by the Order of 4 April 1974 are as follows:

Tariff heading 84.41.C. Other parts for sewing machines
Tariff heading 85.15.E. Parts (radios)
Tariff heading 87.06 Parts and accessories of the motor vehicles falling within heading 87.01, 87.02 or 87.03.

For the above headings (ie parts for sewing machines, radios or motor vehicles), goods intended for the replacement market are liberalised, whereas goods imported for local manufacture are subject to global trade arrangements. **EDB ext. 462/471/472/473**

Petrochemical products: import duties suspensions and reductions

Notice was given in *Trade and Industry*, 31 January 1974, of duty reductions and suspensions valid until 31 March 1974 on petro-

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chemical products. The Spanish *State Gazette*, 27 April, announced the extension of validity until 30 June 1974.

Tariff no.	Description	Duty
29.01.A.1	Butadiene	Nil
29.01.B.5	Styrene	Nil
29.08.D	Ethylene glycol	4.5%
29.15.D.1	Dimethyl terephthalate	Nil
29.22.A.4	Hexamethylenediamine monomer adipate	Nil
29.27.B	Acrylonitrile (monomer)	Nil
29.35.G	Caprolactams	Nil
39.01.E.1	Hexamethylene-diamine adipate polymers	4.5%
39.01.E.2	Other polyamides	4.5%
39.01.G	Ethylene-glycol polyterephthalate	4.5%
39.02.A.1 } 39.02.A.2 }	Polyethylene	Nil
39.02.G.1	Acrylonitrile copolymers	Nil
39.02.H.1	Polyvinyl-butyral and polyvinyl-formal	Nil

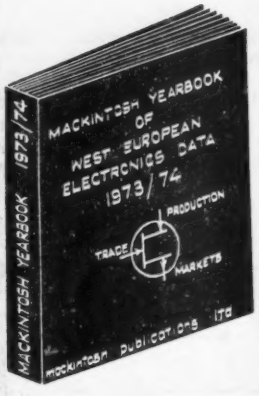
EDB ext. 462/471/472/473

Foodstuffs: import duty suspension

The Spanish *State Gazette*, 27 April announced the suspension of import duty for three months as from 14 March to 13 June 1974 on the following:

Tariff no.	Description
07.01.B	Garlic
07.01.C	Onions
07.01.D	Tomatoes
07.01.E	French beans
07.01.F	Peas
ex 07.01.H	Cabbage, cauliflower and Swiss chad ('acelgas') only
15.07.A.2.a.2	Ground nut oil, crude
15.07.A.2.b.2	Ground nut oil, refined or purified
ex 16.03.A	Meat extracts and meat juices in containers of more than 5 kg only
ex 16.03.B	Meat extracts and meat juices in containers of less than 5 kg only
16.04.B	Sardines, tinned
16.04.C	Tunny fish and the like
16.05.A	Calamaries (squid), octopuses and the like, tinned
17.02.A.2.a.2	Sunflower seed oil, crude
17.02.A.2.b.7	Sunflower seed oil, refined or purified

EUROPEAN STATISTICS



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Tariff no.	Description
20.01.A	Vegetables and fruit prepared or preserved by vinegar or acetic acid with or without salt, spices or sugar in tins and other airtight containers
20.01.B	Other
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:
A	in tins and other airtight containers
1	Tomatoes
2	Capsicum
5	Other
B	In other containers
1	Tomatoes
2	Capsicum
5	Other
20.05.B	Jams, fruit jellies, marmalades, fruit purées, etc., other than marmalades prepared from citrus fruit
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:
A	Dried nuts, roasted, including ground-nuts
B	Sterilised fruit pulp, in tins
C	Other

EDB ext. 462/471/472/473

Gibraltar

Tariff amendments

The Gibraltar *Gazette*, 5 April 1974, published Legal Notice 32 of 1974 which amends the First Schedule to the Imports and Exports Ordinance. Amounts of duty shown in respect of items 1, 2, 8, 9, 13, 14, 15, 16, and 22 are increased and now read as follows:

Item	Article	Duty
FIRST PART		
1	Malt liquor per gallon	43.33p
2	Motor spirit per gallon	19p
6	Liqueurs and cordials irrespective of strength per gallon	368p
6A	Any liquor otherwise dutiable under items 3, 4, 5 or 6 but which is less than 0.5° proof: per gallon	39.33p
8	Manufactured tobacco, not otherwise enumerated including chopped, pressed or packed, shredded, long cut and rolled, plug, snuff, sifting and cigars, per lb.	260.39p
9	Manufactured cigarettes, per lb. with an additional duty per one thousand cigarettes of	71.25p 513p
13	Mechanical lighters and fashioned and component parts thereof other than flints imported separately: *ad valorem*	12½%
14	Cameras and accessories and component and fashioned parts thereof, excluding photographic films: *ad valorem*	12½%
15	Cinematograph projectors, and components and fashioned parts thereof: *ad valorem*	12½%
16	Radiograms and component and fashioned parts thereof: *ad valorem*	12½%
22	(a) Articles of jewellery, that is to say: (i) Any small objects of personal adornment (gem-set or not) (for example, rings, bracelets, necklaces, brooches, earrings, watch-chains, fobs, pendants, tie-pins, cuff-links, dress-studs, religious or other medals and insignia); and (ii) Articles of personal use (other than watches and fountain pens, including ball-point pens) of a kind normally carried in the pocket, in the handbag or the person (such as cigarette cases, powder-boxes, chain purses, cachou boxes): *ad valorem*	17½%
	(b) Imitation jewellery, that is to say, articles of jewellery within the meaning of paragraph (a) of this item, not incorporating pearls precious or semi-precious stones, (natural, synthetic or reconstructed) nor (except as plating or as minor constituents) precious metal or rolled precious metal, and composed: (i) Wholly or partly of base metal, whether or not plated with precious metal; or (ii) Of at least two materials (for example, wood and glass, bone and amber, mother of pearl and artificial plastic material), no account being taken of materials (for example, necklace strings) used only for assembly, or of paint, varnish, pearl essence or similar coating materials: *ad valorem*	17½%
	(c) Pearls, whether real, cultured or artificial: *ad valorem*	17½%
	(d) Precious and semi-precious stones (natural, synthetic or reconstructed:) *ad valorem*	17½%
	(e) Precious metal, that is to say, silver, gold, platinum and other metals of the platinum group (iridium, osmium, palladium, rhodium and ruthenium): *ad valorem*	17½%
	(f) Rolled precious metal, that is to say, material made with a base of metal upon one or more surfaces of which there is affixed by soldering, brazing, welding, hot-rolling or similar mechanical means a covering or precious metal. The expression is also to be taken to cover base metal inlaid with precious metal: *ad valorem*	17½%

Duty increases on the above items came into effect on 29 March 1974, except item 2 which came into effect on 1 April 1974.

SECOND PART		
1	(a) (iv) Motor cycles: *ad valorem*	20%
	(vi) (d) Accessories and component and fashioned parts of any internal combustion engine which is capable of being used in, or adapted for use in a motor vehicle	22½%
2	Radio receiving sets and radio transmitting sets and components and fashioned parts thereof: *ad valorem*	12½%
3	Watches and clocks, and component and fashioned parts thereof: *ad valorem*	12½%

Item	Article	Duty
4	Fountain pens, including ball-point pens: *ad valorem*	12½%
5	Sound recorders, sound reproducers and recording media, gramophones and record players, and accessories and component and fashioned parts thereof, and records: *ad valorem*	12½%
6	Binoculars and telescopes: *ad valorem*	12½%
7	Electric shavers and component and fashioned parts thereof: *ad valorem*	12½%
8	Mechanical and propelling pencils and refills: *ad valorem*	12½%

Increases in duty on above items came into effect on 29 March 1974.

EDB ext. 471/472/473/462

Finland

Price control

Under the provisions of the new Price Control Law the Government of the Republic of Finland imposed strict price controls on 1 April 1974, which will remain until the end of August 1974. After August the controls will be relaxed in six stages in the period up to March 1976. Further details are not yet available. Background information may be obtained from the Department of Trade, CRE Division 3/1.

CRE ext. 3015

Greece

Paper and paper products: price control

Further to *Trade and Industry* of 25 April 1974, the Greek Government has announced that imports of the following are now subject to price control:

1 Writing paper, newsprint, wrapping paper and tissue paper

2 Paper sacks, paper bags, paper napkins, toilet paper

3 Note books made of paper of less than 60 gr per square metre, without plastic cover. **EDB ext. 439/482**

Amendments to Pharmaceutical Law

Copies are available of Greek Legislative Decree No. 308 of 1974 which amends certain provisions of Law 96 of 1973.

EDB ext. 439/482

Passenger cars: import regulations

Copies are available of a note outlining the effects of the new Greek import taxes and regulations on imports of passenger cars.

EDB ext. 439/482

Israel

Standards: amendment

A notice in *Trade and Industry*, 4 April 1974, declared official three Israeli standards. Two of the numbers – 372 and 373 – were incorrect and are amended as follows:

IS 472 Pin driven guns; safety requirements

IS 473 Electric cables, cords and insulated conductors for nominal voltages to 1,000 volts; general requirements. **EDB ext. 475/420**

Bangladesh

Registration of trade marks

A notice in *Trade and Industry*, 7 March 1974, and in previous issues stated that, in accordance with the Trade Marks (Invalidation and Summary Registration) Order 1973, trade marks registered in Pakistan before 26 March 1971 shall be deemed not to have been registered in Bangladesh unless re-applied for and registered within one year of the commencement of the above Order. The date of the commencement of the Order was 15 March 1973. Under the Trade Marks (Invalidation and Summary Registration) (Amendment) Ordinance 1974 the period for filing applications for registration in Bangladesh has now been extended until 15 September 1974. Owners of trade marks registered in Pakistan before 26 March 1971 who have still not applied for registration in Bangladesh should therefore note that such applications will still be accepted up to 15 September 1974.

Application for registration in Bangladesh should be made to 1/4 Block 'B', Mohammadpur Housing Estate (opposite Shaheed Suhrawady Hospital), Mirpur Road, Dacca, the fee payable being Taka 50.00.

A copy of the above Ordinance is available for consultation in the Chancery House Annexe of the Science Reference Library (Holborn Branch), Chancery House, Chancery Lane, London WC2A 1AY.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Malaysia

Import control on active natural yeasts

The Malaysian *Government Gazette* has published the following amendment to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973.

The Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1974 amends the Second Schedule, list of goods prohibited from import into West Malaysia without import licence, to the 1973 Order by including the following:

Heading No.	Description of goods	Country
'21.06	Natural yeasts (active or inactive); prepared baking powders:	
100	Natural yeasts; active	All countries."

These goods are also subject to quota. **EDB ext. 469/468/401**

Mohamed Redha Kunji (left) and Hassan Abdullah Hassan, from Bahrain, operate a procedural simulator at International Aeradio's School of Air Traffic Control, near London (Heathrow) Airport, where they are attending an aerodrome and approach course. Over 1,500 students of 66 nationalities have been trained at the school.

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TI 5/74

Australia

Industries Assistance Commission references

The Australian Prime Minister has referred to the Industries Assistance Commission for inquiry and report the question whether assistance should be accorded the following:

Financing promotion of rural products
Financing rural research
Production of gold
Rural reconstruction
Dairy industry
Assistance to new land farms in Western Australia.

Ref. CRE 830-835 (74). **CRE ext. 5318/5319**

New Zealand

Customs tariff changes: prepared glazings

The New Zealand Government has issued Customs Tariff (Prepared Glazings and the like) Amendment Order 1974 which came into force on 1 March 1974 amending tariff items 38.12.001, 38.12.002 and 38.12.009 to read as follows:

CHAPTER 38
Miscellaneous chemical products

			Rates of duty		
Number	Description	Unit	British preferential	Most-favoured nation	General tariff
38.12	Prepared glazings, prepared dressings and prepared mordants, of a kind used in the textile, paper, leather or like industries:				
38.12.001	Containing size of animal origin	lb	Free	10%	10%
38.21.002	Containing shellac or artificial resins	lb	Free	..	10%
	Other:				
38.12.006	Containing not less than 25% by weight of starchy substances	lb	Free	..	Free
38.12.008	Other kinds	lb	Free	..	Free

EDB ext. 401/468/469

Pepper: metric packages permitted

The New Zealand Government has issued the Weights and Measures Metric Packages Notice (No. 2) 1973 which came into force on 1 November 1973. The notice enables pepper to be sold by retail in packages of 25 grams, 50 grams, 75 grams, 100 grams and 400 grams net weight. The existing weights, which are specified in Part VI of the New Zealand Weights and Measures Regulations 1926-1951, are all Imperial weights **EDB ext. 401/468/469**

Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CRE Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

Hand chromed steel bars: Tariff and Development Board interim report
Copies of the above interim report are available from Commercial Relations and Exports Division. Ref. CRE 1188/72. **CRE ext. 5321**

Fiji

Traffic Regulations 1974
The Fijian Central Traffic Authority has issued new Construction Regulations covering provisions applying to all motor vehicles.

Copies of these regulations can be obtained from Commercial Relations and Exports Department. Ref. CRE 31491

CRE ext. 5321

St. Lucia

Wooden doors: import licensing
The St. Lucia authorities announced in the *Gazette*, 2 March 1974, that from 1 March 1974 wooden mouldings and wooden flush and louvred doors require an import licence. **EDB ext. 7312/474/476**

Chile

Duty reductions under BN 56.01, 56.02 and 56.04
Chilean Decree 144/74 reduces the rate of import duty to 30 per cent *ad valorem* cif on 'acrylic man-made fibres' (tariff nos. 56.01.11.00 and 56.04.11.00) and 'acrylic continuous filament tow' (tariff no. 56.02.11.00). **EDB ext. 474/476/7312**

Tariff amendments to BN 59.08 and 59.12
Chilean Decree 148/74 introduces new import duties and breakdowns under tariff headings 59.08 and 59.12 which now read as follows:

Tariff no.		Description	Rate of duty *ad val* cif
59.08		Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	
	00.01	Specially for interlinings of shirt collars	200%
	00.99	Other:	
	(01)	Semiconductor fabric in rolls, for the manufacture of electric conductor cables	70%
	(99)	Other	180%
59.12.00.00		Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths or the like	
	(01)	Semiconductor fabric in rolls, for the manufacture of electric conductor cables	70%
	(99)	Other	180%

EDB ext. 474/476/7312

Duty reduction on skins
Chilean Decree 162/74 reduces the import duty on 'raw equine hides and skins' (tariff no. 41.01.03.00) to 25 per cent *ad valorem* cif.

EDB ext. 474/476/7312

Tariff amendment to BN 17.01
Chilean Decree 274/74 reduces the import duty on all sub-headings of BN 17.01 to 5 per cent *ad valorem* cif and removes the two breakdowns of tariff no. 17.01.01.99. The heading 17.01 now reads as follows:

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Tariff no.	Description	Rate of duty *ad val* cif
17.01	Sugar beet and sugar cane, in the solid state:	
01.00	Raw:	
.01	Brown sugar, clayed brown sugar, scrapings	5%
.02	Raw, with 85%-97.5% saccharose	5%
.99	Other	5%
02.00	Refined:	
.01	Chemically pure saccharose	5%
.99	Other	5%

EDB ext. 474/476/7312

Duty reductions

Chilean Decree 275/74 reduces the import duty on the following goods as follows:

Tariff no.	Description	Reduced rate of duty *ad val* cif
28.22.00.01	Manganese dioxide	30%
79.06.00.00	Other articles of zinc	30%
85.03.01 (99)	Other dry cells and batteries of less than 1.5 volts	40%
85.03.02 (99)	Other dry cells and batteries of 1.5 volts	30%
85.03.03 (99)	Other dry cells and batteries of more than 1.5 volts	40%
85.03.89.00	Other cells and batteries	40%
85.03.90 (99)	Parts, other than containers, of cells and batteries	40%

EDB ext. 474/476/7312

Duty reductions under BN 41.01 and 41.02

Chilean Decree 337/74 reduces the import duty to 1.5 per cent *ad valorem* cif on 'raw bovine hides and skins (except calf)' (tariff no. 41.01.01.00) and 'bovine cattle leather, except calf, simply tanned' (tariff no. 41.02.01.01). **EDB ext. 474/476/7312**

Tariff amendments and reductions

Chilean Decree 363/74 makes the following amendments:

Reduces the import duty on BN 17.03 'Molasses, whether or not decoloured' to 20 per cent *ad valorem* cif

Removes sub-parts under BN 25.03 and sets the import duty for the remaining two sub-headings at 10 per cent *ad valorem* cif

Removes the sub-headings of BN 28.08 and reduces the import duty to 30 per cent *ad valorem* cif

Removes the sub-parts of 29.35.11.01 ('epsilon-caprolactam') and reduces the rate of import duty for epsilon-caprolactam to 35 per cent *ad valorem* cif

Reduces the rate of import duty to 5 per cent *ad valorem* cif on 'soluble chemical wood pulps (of high alpha cellulose content)' (tariff no. 47.01.03.00)

Reduces the rate of import duty to 50 per cent *ad valorem* cif on 'casks, drums and cans (other than galvanised cylindrical containers for the transport of milk)' (tariff no. 73.23.01.99).

EDB ext. 474/476/7312

Duty reduction for ambulances

Chilean Decree 364/74 reduces the rate of import duty on 'ambulances' (tariff no. 87.02.03.00) to 5 per cent *ad valorem* cif.

EDB ext. 474/476/7312

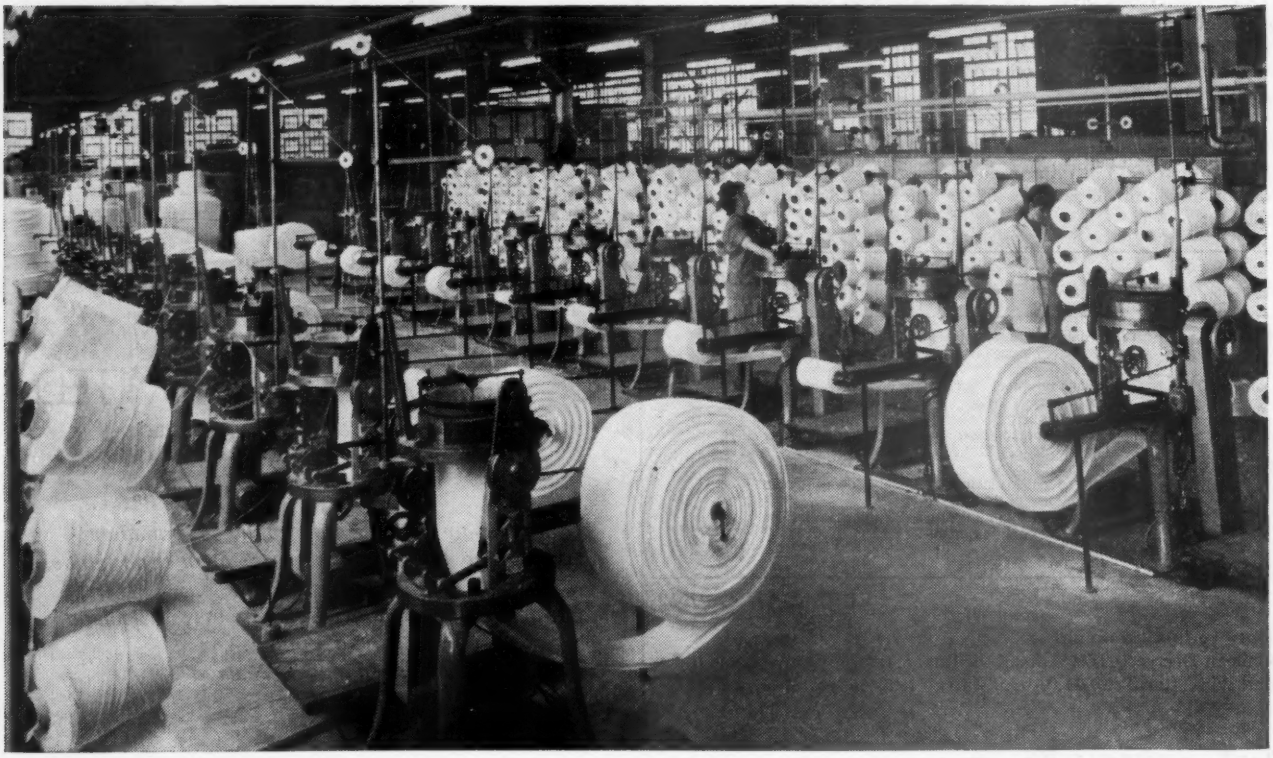
Ecuador

Law on fishing and fishing development

Supreme Decree 178 introduces new measures for fisheries and fishing development in Ecuador. To all 'categories' of firms defined in the decree, and subject to the approval of the Ministry of Natural Resources and Energy, imports of implements and raw materials, new machinery, new auxiliary equipment and new spare parts shall be exempt from duties, stamp tax and other taxes provided that similar products are not made locally. These importations will further only be permitted if they are effectively used in the preparation of the company's fish products on the basis of a favourable opinion rendered by the Sub-Secretariat of Fisheries Resources.

In addition to these general benefits special benefits accrue according to category of company relating inter alia to further duty exemptions.

British exporters interested in obtaining the detailed provisions of the decree should apply for a copy to OTAR Section, Export Data Branch. **Ext. 474/476 or 7312**



Yarn being knitted prior to space dyeing at the factory of Caird (Dundee) Ltd., which has this year gained the Queen's Award to Industry for export achievement. This company of space dyers and carpet printers has a special production system which applies different colours along the length of yarn thus allowing tufted carpet manufacturers to produce more sophisticated designs and colouring than was possible hitherto. Earnings from overseas for the dyeing service have increased well over five-fold in three years to reach a figure exceeding £1 million. Formerly in the jute spinning and weaving business, the company began exporting in 1970.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	38	692	−9	701
1971	100	103	100	92	101	−7	−218	52	21	1,067	285	782
1972	102	109	102	83	111	−394	−498	28	22	69	−677	746
1973	108	114	106	88	116	720	433	34	227	−1468	−2375	907
1971 3rd qtr	101	104	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−131	−156	15	−9	71	−121	192
2nd qtr	102	108	102	84	110	−100	−145	−12	40	112	−64	176
3rd qtr	102	110	102	81	110	−83	−125	4	−8	−116	−284	163
4th qtr	105	111	102	81	118	−80	−72	22	−1	+2	−208	210
1973 1st qtr	108	115	109	87	123	247	168	18	31	−186	−351	165
2nd qtr	108	113	102	84	107	209	87	−14	154	−196	−399	203
3rd qtr	108	114	107	91	116	120	79	18	22	−357	−606	249
4th qtr	108	114	108	92	121	144	98	14	20	−729	−1019	290
1974 1st qtr		112										
% change last 2 qtrs on prev. 2 qtrs	+0.2	+0.1	+2.1	+6.5	+3.0							
on a year earlier	+4.5	+3.0	+5.5	+12.9	+3.5							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices: Index‡	Prices and costs: Index of retail prices: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Unemployed excluding school leavers and adult students: mid-month count	Labour: Unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
				monthly averages									monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186	658	659
1971	100.3	99.5	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	733	709
1972	102.1	101.6	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	761	818
1973	110.1	110.6	110.7	137.3	179.4	9.2	144.1	123.2*	115.5	581	2.6	304	953	1,151
1972 2nd qtr	102.7	101.2	104.6	147	162.7	6.2	106.1	113.5	98.1	838	3.7	132	764	786
3rd qtr	102.9	102.3	107.2	139	165.4	6.5	109.4	115.6	102.2	808	3.6	147	684	779
4th qtr	105.8	105.4	109.5	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179	871	940
1973 1st qtr	110.2	110.4	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228	878	995
2nd qtr	109.3	109.4	108.0	136	177.9	9.3	133.4	120.1*	112.6	605	2.6	289	931	1,064
3rd qtr	110.3	110.7	110.5	143	180.2	9.2	150.5	124.2	118.4	562	2.5	334	995	1,197
4th qtr	108.8	109.7	112.3	119	186.8	10.3	167.2	129.1	120.9	489	2.2	364	1,008	1,348
1974 1st qtr			110.1	103	101.4	12.9	206.5	138.2	124.8	543	2.4	285	1,131 p	1,546 p
1973 Apr	109.0	109.0	106.9	138	176.7	9.2	130.5	118.8*	112.3	616	2.7	271	940	956
May	108.9	108.0	106.5	134	178.0	9.5	132.4	120.1	113.2	605	2.7	291	894	1,139
June	110.0	111.1	110.1	135	178.9	9.3	137.2	121.3	115.6	593	2.6	304	960	1,198
July	110.3	110.5	110.6	147	179.7	9.4	145.1	122.7	116.0	581	2.6	324	961	1,145
Aug	109.7	110.3	110.8	153	180.2	8.9	152.4	124.1	119.7	563	2.5	330	980	1,206
Sept	110.8	111.4	110.2	129	181.8	9.3	154.1	125.8	120.0	542	2.4	349	1,043	1,239
Oct	110.8	111.3	111.7	127	185.4	9.9	161.4	127.7	120.3	512	2.3	363	982	1,385
Nov	109.8	111.3	112.3	126	186.8	10.3	165.5	129.0	120.8	486	2.2	368	1,022	1,304
Dec	105.4	106.6	112.9	103	188.2	10.6	174.8	130.6	122.0	470	2.1	362	1,019	1,354
1974 Jan	99.4	99.8	109.5	93	191.8	12.0	203.0	134.1	123.6	535	2.4	304	1,015 p	1,398 p
Feb	101.2	104.4	110.3	109	101.7†	13.2†	207.2 p	138.2 p	124.6	549	2.4	278	1,150 p	1,579 p
Mar			110.4	108	102.6	13.5	209.4 p	142.4 p	126.3	545	2.4	274	1,209 p	1,662 p
Apr										546 p	2.4 p	297 p		
% change last qtr on prev. qtr	−7.4	−6.9	−2.0	−12.9	+4.2		+23.5	+7.1	+3.1	+10.0		−18.0	+12	+15
on a year earlier	−5.7	−4.3	−1.4	−31.9	+12.9		+63.9	+17.1	+14.6	−14.3		+12.6	+28	+55

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

Retail sales in March

The final seasonally adjusted index of the volume of retail sales in March is 110.4 (1971 = 100), in line with the provisional estimate and virtually the same as in February (the figure for which has now been revised downwards slightly). For the major components, the changes in the volume of sales between February and March were comparatively small – sales by food shops and by 'other non-food' shops (which include department stores and mail order businesses) were a little higher, and sales by clothing and footwear shops and by durable goods shops were lower.

While pre-Budget spending may have affected sales in March, an analysis of the detailed kind of business figures shows a noticeable effect only for off-licences (in food shops) and jewellers (in other non-food shops). The return to full-time working may also have been expected to result in some increase in spending in March. This is not reflected in the figures, however, possibly because savings were being rebuilt in March following their being run down to finance expenditure in January and February. In the first quarter of the year the volume of sales was 2 per cent lower than in the fourth quarter of 1973.

Compared with the second half of 1973, sales in the first quarter were down by 1¼ per cent. Within the total, sales by food shops were 1½ per cent lower, and sales by durable goods shops 5 per cent lower. Sales by clothing and footwear shops and by other non-food shops were unchanged.

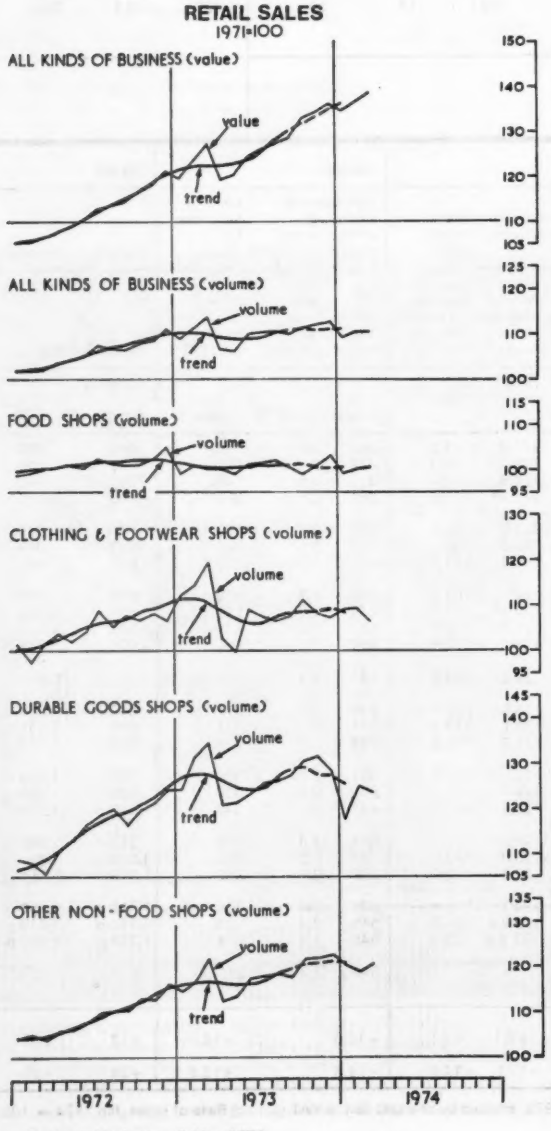


TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1972 1st quarter	102.1	99.7	103.9	100	107	104
2nd quarter	104.6	101.0	107.1	104	114	107
3rd quarter	107.2	101.9	111.1	108	118	110
4th quarter	109.5	103.3	114.0	107	122	114
1973 1st quarter	111.8	100.5	120.0	116	131	118
2nd quarter	108.0	100.5	113.4	104	122	115
3rd quarter	110.5	101.6	117.0	108	127	118
4th quarter	112.3	101.4	120.4	109	130	122
1974 1st quarter	110.1	100.0	117.4	108	122	120
1973 January	109 2	99.5	116.2	113	125	115
February	111.6	101.3	119.1	115	132	117
March*	114.0	100.6	123.8	120	135	122
April	106.9	100.4	111.6	103	121	112
May	106.5	99.4	111.6	100	122	113
June*	110.1	101.4	116.4	109	123	117
July	110.6	101.9	116.8	108	126	118
August	110.8	102.2	117.0	107	126	118
September*	110.2	100.8	117.0	108	128	118
October	111.7	99.3	120.7	111	131	121
November	112.3	101.1	120.5	109	132	122
December*	112.9	103.2	120.0	108	129	123
1974 January	109.5	99.3	116.9	109	118	120
February	110.3 r	100.1	117.7 r	109	125 r	119
March*	110.4	100.5	117.6	107	123	120
1973 Oct.-Dec.	112.3	101.4	120.4	109	130	122
1974 Jan.-Mar.	110.1	100.0	117.4	108	122	120
Percentage increase	−2.0	−1.4	−2.5	−1	−6	−2

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional Estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1972 1st quarter	106.0	104.7	106.9	105	109	107
2nd quarter	109.1	106.3	111.2	110	115	110
3rd quarter	113.9	110.1	116.6	116	121	115
4th quarter	118.9	114.6	122.1	119	128	122
1973 1st quarter	123.6	115.4	129.6	131	138	126
2nd quarter	121.7	119.6	123.2	121	128	123
3rd quarter	127.6	124.4	129.8	128	135	129
4th quarter	134.7	131.6	136.9	134	142	137
1974 1st quarter	136.9	134.5	138.7	140	135	139
1973 January	119.8	112.6	125.0	126	131	123
February	123.1	115.8	128.3	129	138	125
March*	127.2	117.3	134.3	136	143	131
April	119.5	118.0	120.6	118	126	120
May	120.4	119.3	121.2	116	127	122
June*	124.5	121.1	127.0	128	130	126
July	126.1	122.3	128.8	127	134	128
August	127.4	124.3	129.7	127	135	129
September*	128.9	126.3	130.7	130	137	129
October	133.0	128.5	136.3	135	140	135
November	134.5	131.3	136.9	134	143	136
December*	136.2	134.4	137.5	134	142	138
1974 January	134.8	133.2	136.0	138	130	137
February	136.7 r	133.9	138.8 r	142	137 r	138
March*	138.8	136.0	140.8	140	137	142
1973 Oct.-Dec.	134.7	131.6	136.9	134	142	137
1974 Jan.-Mar.	136.9	134.5	138.7	140	135	139
Percentage increase	1.6	2.2	1.3	4	−5	2

The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The March 1974 sales period was the five weeks from 24 February 1974 to 30 March 1974. The corresponding period in 1973 was from 25 February 1973 to 31 March 1973.

(†) Including department stores and mail order businesses.

Some figures for February 1974 have been revised in the light of later information from contributors.

The Notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for April, and the increase in the value of sales compared with a year earlier will be published later this month.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	⌀ fifty-three week
p provisional	period

Hire purchase and other instalment credit business in March

Finance houses and retailers advanced £195 million on new instalment credit agreements in March (in seasonally adjusted terms). This was a little more than in February but considerably below the monthly average in 1973. Credit advanced by retailers, at £118 million, showed an increase in March on each of the previous three months and was about the same as the 1973 monthly average. Lending by finance houses amounted to £77 million in March, the same as in February, which was itself the lowest monthly total for over two years. In the first quarter of 1974 as a whole compared with the last quarter of 1973 finance houses' lending was 33 per cent less and retailers' lending was 4 per cent less.

The total value of retailer's instalment credit sales followed a similar pattern to their total new credit. However, there were marked differences between different types of retailing business. Durable goods shops' instalment credit sales showed some recovery in March from the January and February levels of trading but in the first quarter of 1974 as a whole were 28 per cent lower than in the fourth quarter of 1973. Sales by department stores were up in March, above the average level in almost all recent months, although in the first quarter as a whole sales were 2 per cent less than in the previous quarter. Other instalment credit retailers (mainly mail-order houses) showed an increase in their level of sales in March compared with February, bringing their total sales in the first quarter to 9 per cent more than in the fourth quarter of 1973.

The total debt outstanding to retailers and finance houses fell by a further £10 million in March bringing the total decrease during the quarter to £66 million compared with an increase of £73 million in the previous quarter. Most of the fall was in debt owing to finance houses which decreased by £52 million in the first three months of 1974. The overall decrease in debt owing to retailers during the first quarter was £14 million; the £5 million fall in February being offset by a £5 million increase in March. At the end of March the total debt outstanding was £2,378 million (*not* seasonally adjusted), 9 per cent more than a year earlier.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted

£ million

		Total		Finance Houses†		Retailers‡	
		New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969		1,587	−20	701	−21	886	1
1970		1,735	84	822	58	913	26
1971		2,053	240	990	165	1,063	75
1972		2,497	424	1,222	296	1,276	128
1973		2,873	438	1,455	332	1,418	106
1972	2nd quarter	612	108	304	75	308	33
	3rd quarter	640	123	309	75	331	48
	4th quarter	670	106	336	89	334	17
1973	1st quarter	769	176	402	136	367	40
	2nd quarter	668	80	330	54	338	26
	3rd quarter	721	109	369	85	352	24
	4th quarter	715	73	354	57	361	16
1974	1st quarter	581	−66	236	−52	345	−14
1973	July	235	34	117	25	118	9
	August	253	41	134	33	119	8
	September	233	34	118	27	115	7
	October	249	34	123	22	126	12
	November	246	29	126	25	120	4
	December	220	10	105	10	115	—
1974	January	198	−34	82	−20	116	−14
	February	188	−22	77	−17	111	−5
	March	195	−10	77	−15	118	5
1973	Oct.-Dec.	715	73	354	57	361	16
1974	Jan.-Mar.	581	−66	236	−52	345	−14
Percentage increase		−19		−33		−4	
Debt outstanding at 31 December 1973 (unadjusted)		—	2,485	—	1,638	—	847

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

		Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §					
£ million		(862)	(327)	(46)	(489)
1969		111	100	113	117
1970		121	112	119	128
1971		134	138	138	131
1972		158	162	157	155
1973		176	166	182	183
1972	2nd quarter	153	163	157	146
	3rd quarter	164	167	164	162
	4th quarter	165	166	155	166
1973	1st quarter	183	177	187	184
	2nd quarter	168	159	175	174
	3rd quarter	174	163	183	182
	4th quarter	180	163	181	191
1974	1st quarter	172	117	178	209
1973	July	176	167	184	182
	August	177	161	181	188
	September*	171	161	184	177
	October	188	168	196	210
	November	181	168	188	189
	December*	174	156	162	185
1974	January	174	111	164	217
	February	167	113	173	202
	March*	176	126	193	207
1973	Oct.-Dec. av.	180	163	181	191
1974	Jan.-Mar. av.	172	117	178	209
Percentage increase		−4	−28	−2	9

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by March 1974 sales was the five weeks from 24 February 1974 to 30 March 1974. The corresponding period in 1973 was from 25 February 1973 to 31 March 1973.

United Kingdom official reserves in April

The UK official reserves rose by $512 million during April after accruals of foreign currency borrowing by the public sector under the exchange cover scheme totalling $749 million. At the end of April the reserves stood at $6,956 million.

Business Monitor

The following titles and issues of Business Monitor are now available:

Production series

Monthly at £1 a year post free:

PM 423 Foam backing, foam laminating and fabric to fabric bonding for February 1974

PM 481 Paper and paper making materials for February 1974

Quarterly at 37½p each a year post free:

PQ 103 Chalk, clay, sand and gravel extraction for fourth quarter 1973

PQ 211 Grain milling for fourth quarter 1973

PQ 212 Bread and flour confectionery for fourth quarter 1973

PQ 239.2 British wines, cider and perry for fourth quarter 1973

PQ 279.2 Formulated adhesives, gelatine, etc., for fourth quarter 1973

PQ 279.4 Formulated pesticides for fourth quarter 1973

PQ 279.6 Surgical bandages, etc., for fourth quarter 1973

PQ 323 Miscellaneous non-ferrous metals for fourth quarter 1973

PQ 364 Radio and electronic components for third quarter 1973

PQ 369.2 Primary and secondary batteries for fourth quarter 1973

PQ 382 Motor cycles and pedal cycles for first, second and third quarters 1973

PQ 396.2 Jewellery for fourth quarter 1973

PQ 412 Spinning and doubling on the cotton and flax systems for fourth quarter 1973

PQ 417.2 Warp knitting for fourth quarter 1973

PQ 419 Carpets for fourth quarter 1973

PQ 441.1 Industrial (including process) plant and steelwork for fourth quarter 1973

PQ 443 Women's and girls' tailored outerwear for second quarter 1973

PQ 462 Pottery for fourth quarter 1973

PQ 496 Plastics products for second quarter 1973

Miscellaneous series (quarterly)

Quarterly at 37½p a year post free:

M 5 Insurance companies' and private pension funds' investment for fourth quarter 1973

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-222 7877, ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office, Cardiff Road, Newport, Mon. NPT 1XG (tel. 0633-56111, ext. 2700; Telex 497121/497122 – Answer back BSO Newport).

New Business Monitor for rope, twine and net

The first results of a new statistical inquiry into manufacturers' sales of rope, twine and net have been published in the Business Monitor series.

The results relate to sales during the second and third quarters of 1973 and the new Monitor covers sales of agricultural twine and other twines, cords, ropes cables and lines of textile materials, manufactures of cordage, and line and tow yarn of hard fibres.

The figures on the new Monitor are compiled from returns received from establishments with 25 or more employees classified to Minimum List Heading 416 of the Standard Industrial Classification (Rope, Twine and Net). They also include sales of the principal products of this industry by establishments employing 25 or more persons classified to other industries included in the new system of quarterly inquiries.

The new Monitor (Reference PQ 416) is available on subscription of 37½p (including postage) per year from Her Majesty's Stationery Office, PO Box 569, London SE1.

'Economic Progress Report' for May

The main articles in the May issue of *Economic Progress Report*, now available, are: 'Action on prices': listing the measures taken to slow down inflation since the Department of Prices and Consumer Protection was set up in March; 'The changing energy situation': an article illustrated by charts, a table and a map; 'Monthly economic assessment' and 'Economic Indicators'.

Economic Progress Report, prepared by the Treasury Information Division, is published every month. It contains articles on economic subjects, analysing or giving background to Government economic policy, together with the Treasury's assessment of the economic situation and a table and charts of economic indicators. Copies are available from Circulation Section (H), Central Office of Information, Hercules Road, London SE1 7DU.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 3 May 1974

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Beast Must Die	BR/E 37437/5/5/79	92	1 May	British Lion Films Ltd.	Amicus Productions Ltd.
Frankenstein And The Monster From Hell	BR/E 37444/5/5/79	94	2 May	Avco Embassy Pictures (UK) Ltd.	Hammer Film Productions Ltd.
Movietone News 2343	BR/E 37241/5/5/79	8	3 May	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2343A	BR/E 37242/5/5/79	8	3 May	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Mississippi Mermaid	EC 37439/5/5/79	109	1 May	United Artists Corporation Ltd.	Les Films du Carrosse, Paris; Contact Editions, Paris; Productions Artistes Associes, Paris; and Produzioni Delphos, Rome
Love Vampire Style	EC 37440/5/5/79	81	2 May	Border Film Productions (London) Ltd.	New Art Film GmbH, Munich
			FOREIGN		
Blood Sisters	F 37436	92	1 May	British Lion Films Ltd.	Pressman Williams Enterprises Inc.
Billy Two Hats	F 37438	100	1 May	United Artists Corporation Ltd.	Algonquin Films Ltd., Iver Heath
Fists Of Vengeance	F 37441	77	2 May	Avco Embassy Pictures (UK) Ltd.	Intercontinental Film Distributors, Kowloon
Hot Pants Holiday	F 37442	81	2 May	Avco Embassy Pictures (UK) Ltd.	The Awakening Company
Then The Rains	F 37443	13	2 May	Contemporary Films Ltd.	Ministry of Information and Broadcasting, India

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	18 Oct. 1973
Balance of payments:	
current account (M)	2 May 1974
trends in invisible transactions (Q)	18 Apr. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	29 Nov. 1973
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure:	
distributive and service trades (A)	28 Apr. 1971
manufacturing, distributive and service industries (Q)	4 Apr. 1974
Catering trades turnover (M)	11 Apr. 1974
Chemicals industry activity (Q)	2 Aug. 1973
Companies:	
acquisitions and mergers (Q)	28 Feb. 1974
new registrations:	
Gt. Britain (M)	25 Apr. 1974
N. Ireland (M)	11 Apr. 1974
Computers: UK market (Q)	24 May 1973
Construction work overseas (A)	11 Oct. 1973
Electronic capital equipment (Q)	21 June 1973
Energy trends (M)	25 Apr. 1974
Engineering industries: sales and orders (M)	11 Apr. 1974
Film industry:	
British Film Fund Agency returns (M)	11 Apr. 1974
cinema admissions and takings (M)	2 May 1974
overseas payments and earnings (A)	9 Aug. 1973
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	2 May 1974
household consumption (Q)	11 Apr. 1974
Footwear industry:	
production, orders and deliveries (M)	2 May 1974
Foreign exchange: official reserves (M)	This week
Foreign trade:	
industrial countries' production and trade (Q)	14 Mar. 1974
world exports of manufactures (A)	30 Sept. 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	11 Apr. 1974
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	25 Apr. 1974
N. Ireland index (M)	25 Apr. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	30 Aug. 1973
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Jan. 1974
investment and earnings overseas (A)	29 Mar. 1973
Machine tools: sales and orders (M)	11 Apr. 1974
Man-made fibres:	
deliveries (Q)	14 Mar. 1974
production (M)	11 Apr. 1974
production: quarterly analysis (Q)	14 Mar. 1974
Motor industry:	
car and commercial vehicle production (M)	2 May 1974
estimated figures (M)	25 Apr. 1974
motor trade turnover (Q)	21 Feb. 1974
Office development permits (Q)	14 Mar. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	10 May 1973
unit value and volume index numbers (M)	28 Feb. 1974
value: analysis of trends (Q)	6 Dec. 1973
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	30 Aug. 1973
Retail prices index (M)	2 May 1974
Retail trades:	
sales (M)	This week
provisional figures	25 Apr. 1974
sales, N. Ireland (M)	2 May 1974
stocks (M)	11 Apr. 1974
Royalties: overseas transactions (A)	12 Apr. 1973
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	21 Mar. 1974
Stocks:	
distributive and service trades (A)	28 Apr. 1971
manufacturers' and distributors' (Q)	4 Apr. 1974
retail (M)	11 Apr. 1974
Television: overseas payments and earnings (A)	9 Aug. 1973
Textiles:	
activity in the industry (Q)	25 Apr. 1974
carpet sales (M)	2 May 1974
cotton industry production (M)	28 Mar. 1974
hosiery production (M)	21 Mar. 1974
made-up clothing: orders and deliveries (M)	2 May 1974
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	2 May 1974
wool exports (Q)	14 June 1973
wool output (M)	28 Mar. 1974
Tourism:	
foreign visitor arrivals (M)	25 Apr. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	18 Apr. 1974

Departmental organisation etc.

Subjects	Last published
British commercial representation overseas	4 Apr. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	This week
Guide to DTI	6 Dec. 1973
Official Receivers' offices	11 Apr. 1974
Programme of trade promotions	2 May 1974
Release dates of economic statistics	25 Apr. 1974

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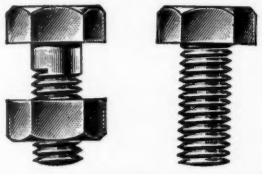

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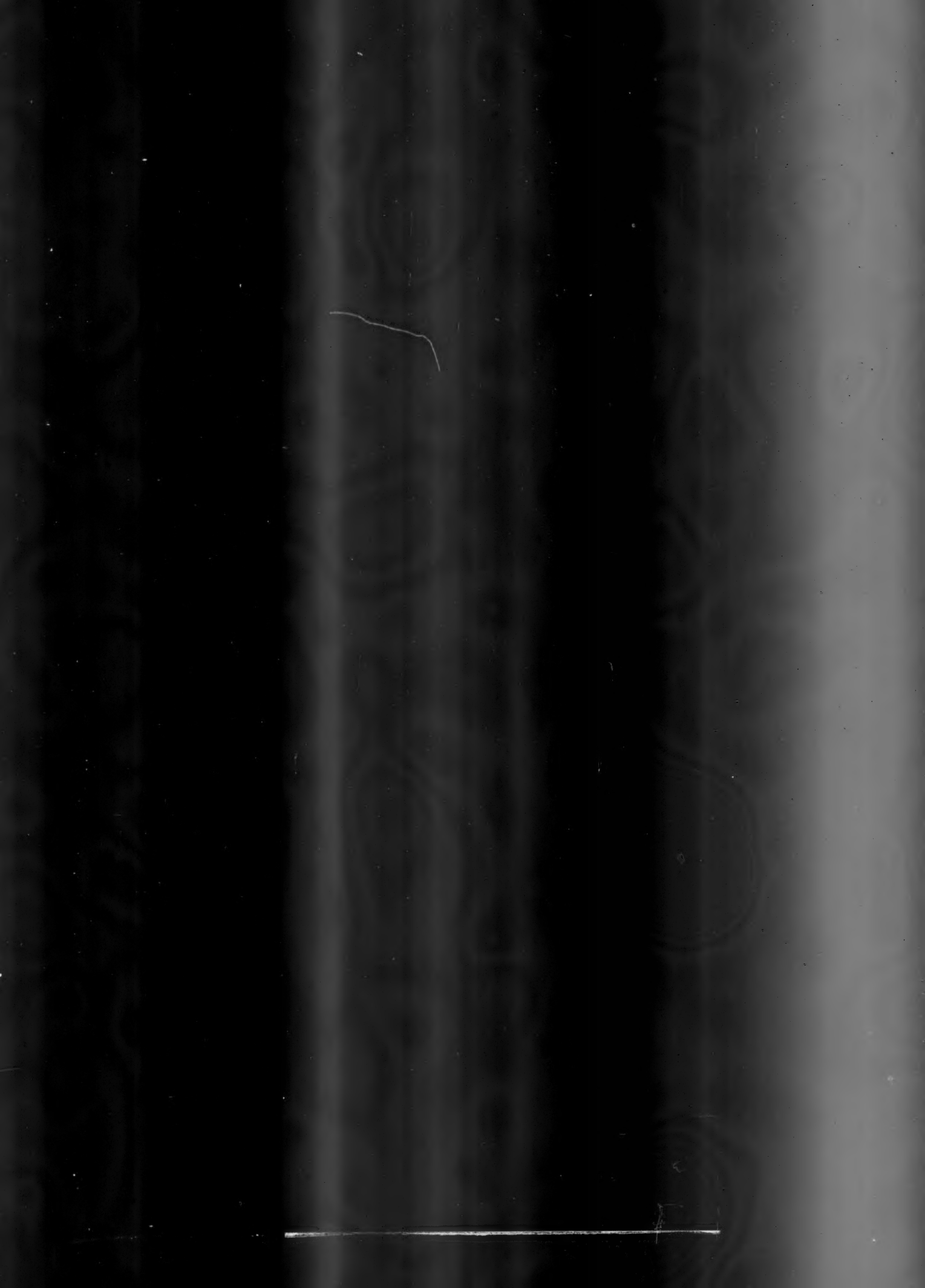
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